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Volume VI, No. 2

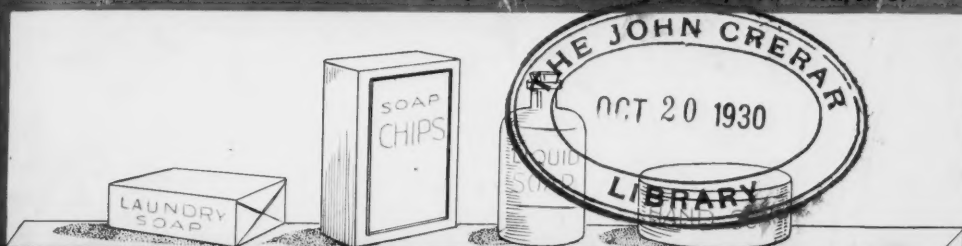
October, 1930

SOAP

with which is included

Insecticide & Disinfectant Review

Published by MacNair-Dorland Company Inc., 136 Liberty Street, New York, N. Y.



CITRENE

the ideal scent for ~

Laundry Soap

Soap Chips

Liquid Soap

Hand Soap

GIVAUDAN-DELAWANNA INC.
80 FIFTH AVENUE NEW YORK N. Y.

Paradow

THIS Dow product is a pure grade of Paradi-chlorbenzene manufactured in three grades of crystals (fine, medium and coarse). Its effectiveness is very marked in processes demanding unquestioned uniformity. Deodorant and sanitary specialty manufacturers use it both for the high quality of the product and dependability of supply. Warehouse stocks are carried at strategic shipping centers to insure prompt delivery. Direct shipments are made from our plant. Packed in 200, 100, 50 and 25 lb. drums, and in 10 lb. cans (4 per case), 5 lb. cans (8 per case), and 1 lb. cans (24 per case). We will be glad to quote on your requirements in any quantity.

THE DOW CHEMICAL COMPANY
MIDLAND, MICHIGAN

Coumarin, Methyl Salicylate, Methyl Anthranilate, Phenol U. S. P., Carbon Tetrachloride and Caustic Soda are manufactured by us under special Dow processes which insure dependability, uniformity and quality



STRONGER THAN STONE OR STEEL

are the foundations of
Mathieson's Leadership

By CARL R. MILLER

No. 5 in a series of advertisements describing the position of The Mathieson Alkali Works in the chemical industry

AMONG leading American chemical manufacturers, none has shown more resourcefulness in meeting industry's changing needs... in predetermining future trends in product improvement... than the Mathieson organization.

It is a well known fact that Mathieson was the first chemical manufacturer to introduce the standard multi-unit tank car, thereby rendering chlorine shipments safer and more economical. Mathieson was a leader in establishing a completely modern plant for manufacturing synthetic ammonia. Purite, fused soda ash, and HTH, high-test hypochlorite, were developed by Mathieson chemists and engineers... modern contributions of a thoroughly modern organization founded on strong foundations of Resources, Research, Service.

Write for a list of available literature describing the development of Mathieson products and their various uses in industry.

The MATHIESON ALKALI WORKS (Inc.)

250 PARK AVENUE

NEW YORK, N. Y.

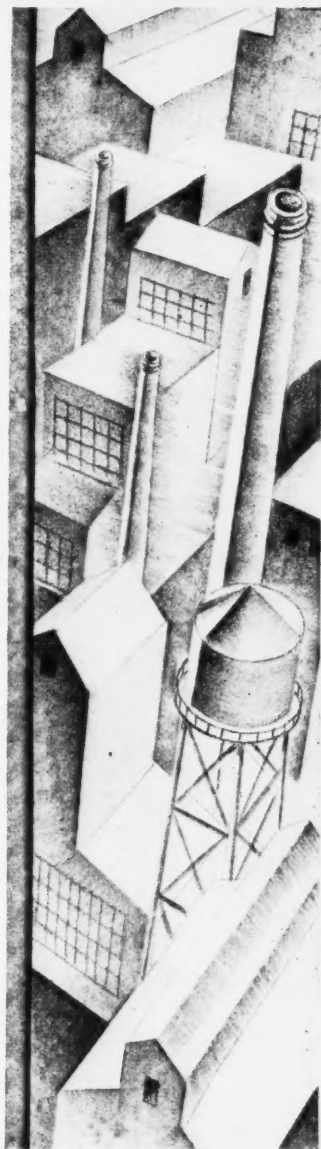
Philadelphia — Chicago — Providence — Charlotte — Cincinnati

Works: Niagara Falls, N. Y. — Saltville, Va.

Warehouse Stocks at all Distributing Centers

MATHIESON CHEMICALS

Soda Ash... Caustic Soda... Bicarbonate of Soda...
Liquid Chlorine... HTH (Hypochlorite)... Ammonia,
Anhydrous and Aqua... Bleaching Powder... Sulphur
Dichloride... PURITE (Fused Soda Ash)



Great Structures Rest
on Strong Foundations

Say you saw it in SOAP!

THE NEWPORT-RHODIA AROMATICS

for
Soap

to get the real lilac value from
Terpineol add a small percentage of

AUBEPINE SCUR

Liquid or Crystal
Always uniform Always pure



Newport Chemical Works

Incorporated

260 West Broadway, New York

Phone WALKer 6166

Sole agents for
Societe des Usines Chimiques
de Rhone-Poulenc,
Paris, France

Chicago Office
605 W. Washington Boulevard

Say you saw it in SOAP!

SOAP

A MONTHLY MAGAZINE

For Manufacturers and Distributors of Soaps of All Kinds, Disinfectants, Household Insecticides, Cleaning Preparations, Polishes and Allied Products

Published on the 15th of every month by

MacNair-Dorland Company
INCORPORATED

Ira P. MacNair

Grant A. Dorland

136 Liberty St., New York

Printed and Mailed at East Stroudsburg, Pa.

Subscription Rates—\$3.00 per year in the United States and all other countries. Payable strictly in advance. Copies of the SOAP BLUE BOOK and CATALOG (annual buying directory published the first of each year) may be secured at \$1.00 each from the publishers.

Advertising Rates—Rates for display space will be sent upon request or may be secured from the current issue of Standard Rate & Data Service.

Classified Advertising Rates—Ten cents per word, \$2.00 per minimum insertion. Advertisements for positions wanted accepted at five cents per word, \$1.00 minimum.

Copy Closing Dates—For reading matter, on the 7th of the month of issue. For display advertising, on the 25th of the month preceding the month of issue.

Circulation, September, 1930, issue—2,374

(Statement Filed City Hall Station, New York Post Office, Sept. 15, 1930)

Soap, a monthly magazine, application for entry at the Post Office, East Stroudsburg, Pa., as second class matter under act of March 3, 1879

VOLUME SIX

OCTOBER, 1930

NUMBER TWO

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van Ameringen-

THERE IS more to the soap business than a fancy name and a fanciful advertising agent.

Your product must *meet a demand.*

It must do a job.

It must clean.

It should also smell clean
—and pleasant.

If it does, you can count on repeat business.

van Ameringen-Haebler, Inc.

Aromatic Essentials

315 Fourth Avenue, New York
180 No. Wacker Drive, Chicago
826 Clark Avenue, St. Louis
42 Wellington Street, E., Toronto

Factory, Elizabeth, N. J.

Say you saw it in SOAP!

Haebler, Inc.

We can help on the odor end. Why not call into council one of our representatives experienced in soap perfuming.

So far we've never failed to come back with a helpful suggestion.

Soap odors at \$2.50 lb.

Soap odors at \$3.50 lb.

Soap odors at \$4.00 lb.

and on up the scale

There are literally hundreds of soap specialties in our lines.

SEND FOR SAMPLES, stating how you want to use them.

TRY OUR SAMPLES in your own soap and note how our oils improve the odor.

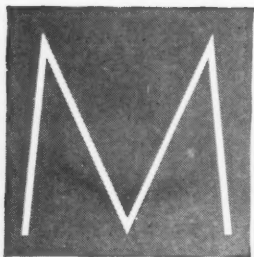
van Ameringen-Haebler, Inc.

Aromatic Essentials

315 Fourth Avenue, New York
180 No. Wacker Drive, Chicago
826 Clark Avenue, St. Louis
42 Wellington Street, E., Toronto

Factory, Elizabeth, N. J.

Say you saw it in SOAP!



MAKE your product's introduction a successful one

Since the package introduces the product to today's modern market, you can't be too careful to buy the best. For the right kind of package is a winner of sales—a powerful builder of brands. Its influence is felt wherever your goods are sold.

Canco containers will furnish an opening wedge for your products with new dealers. Brightly lithographed with your sales message and trade name, they will attract quick attention and clinch sales. Careful, competent construction and design give those who see your package the assurance of high quality inside. Our package men would like to talk things over with you and help to create for you a container that will win greater sales in dealers' stores.

AMERICAN CAN COMPANY 



Say you saw it in SOAP!

If you make

LIQUID SOAP or SHAMPOO BASE
TOILET SOAPS, HAND or AUTO SOAPS

These colors will serve you
well and save you money.

60
DAYS' EXPOSURE

To Constant Sunlight
on Our Roof

has convinced all of us at
the experimental Labora-
tory that at last *we have*
a color for bath salts that
is fast — in all that the
word means.

Do you need a fast color
for your bath salts? Get
a sample now of

PYLA-SOL

(comes in all colors) and
make these tests for your-
self.



PYLAM CHLORO GREEN—S310

a water soluble olive green nine times more
economical than chlorophyl.

PYLAM FAST OPAL

a real fast fluorescent yellow and opal color so
much desired.

PYLAM FAST VIOLET AA

a desirable shade that carries with it a breath of
spring.

PYLAM FAST AMBER

highly concentrated; will not stain.

PYLAM FAST QUININE

with the much desired blue overtone and brown
undertone.

*All these colors are pure, fast to light, alkali
and tin.

SEND FOR FREE SAMPLES

PYLAM PRODUCTS COMPANY

MANUFACTURING CHEMISTS—IMPORTERS—EXPORTERS

53 PARK PLACE

NEW YORK, N. Y.

Say you saw it in SOAP!

WANT TO GAMBLE?

If you are willing to risk a two cent stamp in mailing the slip below to us—

You may be able to save hundreds of dollars a year on your costs!

Incidentally Clifton Products and above-the-average Quality go hand in hand. For the past 16 years wide-awake manufacturers and jobbers who are open to conviction have found they help them get reorders far more easily! They can do the same for you.

Just tear off—fill in and sign the slip today. Here is quite a definite opportunity for you to gain. Better not overlook it.

CLIFTON CHEMICAL CO., INC.
CLIFTON BLDG., 246 FRONT STREET, NEW YORK CITY

tear off here

CLIFTON CHEMICAL CO.,

Clifton Bldg.,

246 Front St., N. Y. C.

What Can you do for us on items checked?

- | | |
|---|--|
| <input type="checkbox"/> Liquid Soap Base | <input type="checkbox"/> Coal Tar Disinfectant |
| <input type="checkbox"/> Liquid Soap 40% | <input type="checkbox"/> Oil Soap |
| <input type="checkbox"/> Olive Oil Base | <input type="checkbox"/> Cresol Compound U.S.P |
| <input type="checkbox"/> Liquid Soap Dispensers | <input type="checkbox"/> Deodorizing Cakes |
| <input type="checkbox"/> Pine Cleanser | <input type="checkbox"/> Deodorizing Blocks |
| <input type="checkbox"/> Liquid Floor Soap | <input type="checkbox"/> Wall Containers |
| <input type="checkbox"/> Pine Deodorant | <input type="checkbox"/> Theatre Spray Base |
| <input type="checkbox"/> Pine Disinfectant | <input type="checkbox"/> Silver Polish Paste |

Remarks

Say you saw it in SOAP!

BUCKEYE

CONCENTRATED LIQUID SYRUP SOAP



*The Ideal Base for
Making Liquid Soaps of any Desired Value.*

BUCKEYE Concentrated Liquid Syrup Soaps are produced for those who want to buy a liquid in its heaviest form — 40% anhydrous soap value — which can be diluted with distilled water to produce liquids of any anhydrous soap content desired.

These products are made from the purest grade of cocoanut oils, imported potash and distilled water. They are filtered at a low temperature, and will retain their clearness after dilution with soft or distilled water in any percentage.

Formulae for producing liquid soap of various anhydrous soap

contents will be furnished on request.

These products are regularly furnished in either the plain or pearl color—but we can furnish them in any color that you may specify.

The Buckeye Concentrated Liquid Syrup Soaps are produced under the same laboratory control exercised over all of our products, which include Liquid Shampoo, Shampoo Base Soaps, Shampoo Pastes, Liquid Toilet Soaps, Toilet Base Soaps, Surgical Green Soaps, Oil Soaps, and Extra Hard Green Soaps.

Copyright, 1930, by The Davies-Young Soap Co.

THE DAVIES-YOUNG SOAP COMPANY
DAYTON - OHIO

Say you saw it in SOAP!

NEWMON

The Refreshing Odor of
NEW MOWN HAY

The NEWEST FELTON ODOR

For
FLY SPRAYS
THEATRE SPRAYS
SOAPS

5 lbs.	\$1.75
25 lbs.	1.50
100 lbs. or over	1.25

A Sample will speak for itself.

FELTON CHEMICAL CO.

INCORPORATED

601 Johnson Avenue

BROOKLYN, N. Y.

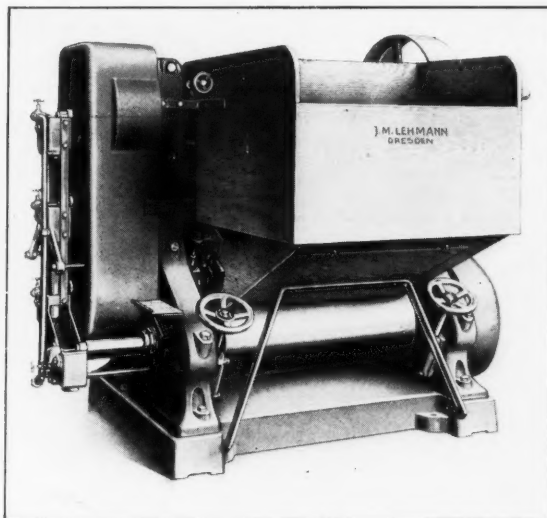
Say you saw it in SOAP!

The New "LEHMANN" ROLLER BEARING TYPE

No. 412 MWS High Production Toilet Soap Mill

(Patents Applied for)

**has justly been called the only
Automatic Soap Mill in existence**



It gives the soap 2 millings and 1 mixing in one operation.
PRODUCTION, from 1200 to 1400 lbs. finished toilet soap
per hour.

Self-aligning roller-bearings—the best in the market—for all
rollers and ball bearings for the drive shaft;

Machine cut gears well protected by guards against soap dust
and any foreign matter;

Rugged construction on substantial base plate;

Render it most valuable for progressive soap manufacturers
who wish to reduce their production cost.

Inquiries solicited

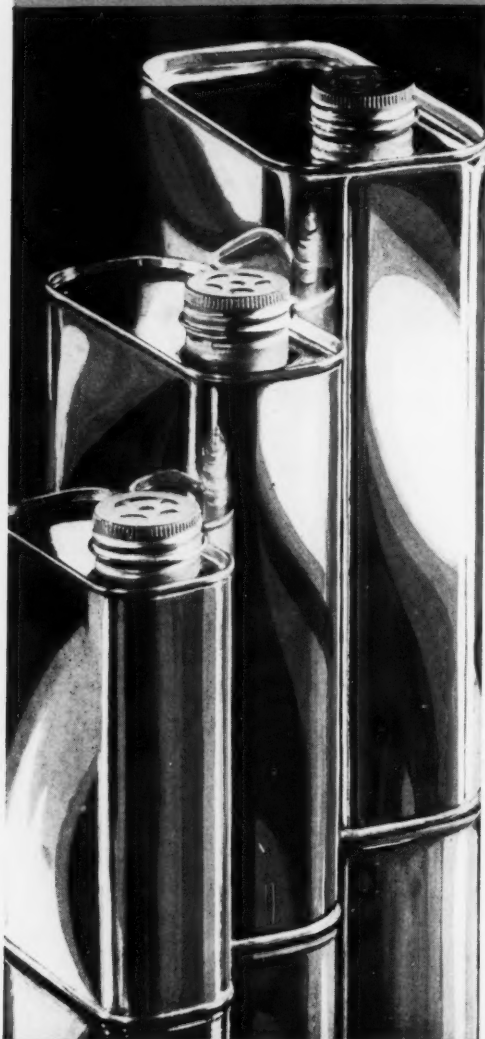
J. M. LEHMANN COMPANY, Inc.

General Offices
248-250 West Broadway, New York City

Factory
Lyndhurst, N. J.

Say you saw it in SOAP!

CONTAINERS...



SIZED BY SERIES...
To Meet the
Consumer's Exact
Quantity Demands

... and consumers of liquid products
often demand a specific quantity...
otherwise they refuse to be sold.

CANS... in serial sizes solve this
matter of preference... make sales
easier!

Perfect samples of Can-making...
designed for practical and display
value... for economy of space on
shelf and counter.

Made Plain, or with handsomely
color-lithographed trademark
designs and directions.

METAL PACKAGE CORPORATION

Sales and Executive Offices: 110 E. 42nd St. New York City
Opposite Grand Central Terminal
Plants-New York City, Baltimore, Brooklyn.



Wood Rosin
Steam-distilled Pine Oil
Commercial Abietic Acid
Steam-distilled Wood Turpentine



The galvanized
steel drum on the left
contains Hercules I Wood Rosin

THE BEST PRODUCTS CONTAIN THE BEST INGREDIENTS

AMONG the consumers of Hercules I Wood Rosin are producers of some of the best laundry soaps, producers who have at their command means and facilities for extensive and conclusive tests. To them Hercules I Wood Rosin has proved its value for it is uniform in quality, it is clean and free from dirt, and the color and ageing properties of Hercules I Wood Rosin soaps are good.

Hercules I Wood Rosin is sold on a net weight basis in wooden barrels or galvanized steel drums, or on a gross weight basis in wooden barrels.

Write to us for further information and prices.

NAVAL STORES DEPARTMENT

HERCULES POWDER COMPANY
INCORPORATED

961 MARKET STREET, WILMINGTON, DELAWARE

Birmingham . . . Chicago . . . New York . . . St. Louis . . . Salt Lake City . . . San Francisco

GS-18

Say you saw it in SOAP!

QUALITY THAT NEVER VARIES



FALCON LIQUID TOILET SOAP

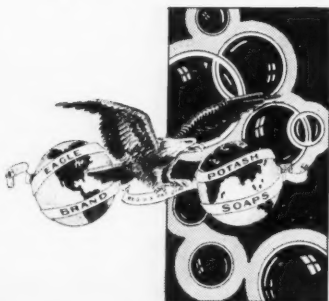
FALCON
Blocs and Crystals

FALCON
Scrub Soaps

FALCON
Liquid Waxes

FALCON
Liquid Shampoo

REAL *quality, dependability, uniformity* are essential if your Liquid Soap business is to become profitable. Falcon products are made under Laboratory Control from the finest obtainable ingredients, which assure the *satisfaction of your customers* and repeat orders for you. May we send you samples and prices? *Write us.*



EAGLE SOAP CORPORATION

64 E. JACKSON BLVD., CHICAGO

Say you saw it in SOAP!

eye appeal—

an all-important factor in the sale of packaged goods!

RECENT merchandising research reveals the fact that scientific package design has been almost neglected in certain fields—that many cleaning fluids, insecticides, disinfectants and other products of the type listed at the right—are still clothed as they were in the dear dead days when it was a sellers' market."

And yet it is such a simple matter today to create a package which will earn front rank display from the dealer . . . By packing in glass for example. Little or no special equipment—little or no initial expense—is involved. This company with its 25 years of experience—with a record of having aided in the successful packaging of more than 500 different products in glass—puts its resources at your disposal. The problem of the right closure is important, of course—but a problem that is easily answered. ANCHOR AMERSEAL CAPS are correct for the type of products listed at the right—can be applied economically and quickly by hand or machine—three or four times as fast as other types of closures. And no matter how roughly they are handled in shipment these caps will not loosen or come off.

Lithographed with your own design in colors ANCHOR AMERSEAL CAPS are in themselves a display feature of value. Women's acceptance of them and liking for them has been definitely established. They are easily opened—a quarter turn to the left is all that is required . . . a quarter turn to the right seals the package until the contents are needed again, whether it is a week or month or year later. Write us on your business letterhead and we will send you in all detail, recommendations for packing in glass and a full story of the economies and advantages you may expect from the use of the ANCHOR AMERSEAL CAP.

Anchor Cap & Closure Corporation
LONG ISLAND CITY, NEW YORK • TORONTO, CANADA



19,250,000 advertisements in *The Saturday Evening Post* and *The Ladies' Home Journal* are increasing the already great demand for products packed in glass under Anchor Amerseal Caps. Seal your products with Amerseals and get your share of this business.



A quarter turn to the right applies the Anchor Amerseal. Lugs, formed to fit the contour of the glass threads, draw the cap down and effect a tight uniform contact around the complete top edge of the container finish.

MANUFACTURERS: To secure full information about Anchor Amerseal Caps fill in and mail coupon.

Send detailed advantages of using Anchor Amerseal Caps on our packages.

Name _____

Address _____

We manufacture _____

and put out about _____ packages per year. Under separate cover we are sending empty samples of our packages.

Say you saw it in SOAP!

Introducing a new line of
WATER SOLUBLE PERFUMES
for
FINE THEATRE SPRAYS

A completely new line of water soluble perfumes, especially made for use in theatre sprays, has been developed in our laboratories. These new products, which are made in wide variety of odors, may be used from two to four ounces to a gallon, depending on the strength desired in the finished spray. It is only necessary to mix them with tap water. The resulting solution will be practically clear and **will not separate**. These water soluble oils are available in three series—priced at \$1.50, \$3.00 and \$5.00 per pound. A few suggestions are given below.

Special Offer—We have a limited quantity of Terpinolene available. This product, at 17 cents per pound, will be found very effective in masking harsh chemical odors.

SUGGESTIONS

Narcisse
Oriental
Jasmin
Lilac
Rose



Etablissements
ALBERT VERLEY

Represented in the
United States by

ALBERT VERLEY, Inc.

11 EAST AUSTIN ST.
CHICAGO

Say you saw it in SOAP!

SOAP MACHINERY

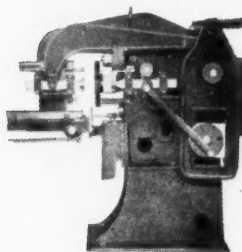
SPECIALS!

USED

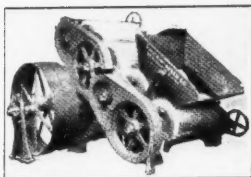


DOPP CRUTCHERS

Sizes from 300 pounds to 3,000 pounds. All in best condition and guaranteed



4 JONES AUTOMATIC combination laundry and toilet soap presses. All complete and in perfect condition.



H-A SOAP MILL

This 4 - roll granite toilet soap mill is in A - 1 shape. Latest and largest size rolls.

Also makers of a new line of soap machinery. Get our complete list and prices on this new equipment! All used machinery is sold as absolutely guaranteed in first class working condition. Everything listed here is ready for immediate shipment.

You can see **NEWMAN** equipment in actual operation at our Chicago warehouse.

Send us a list of your surplus equipment—We buy single items or complete plants!

Newman Tallow & Soap Machinery Co.

1051 WEST 35TH STREET

CHICAGO, ILL.

Our Forty Years of Soap Experience can help solve your Soap Problems.

DRYERS—Two Proctor & Schwartz Large Roll Soap Chip Dryers Complete.

Three Proctor & Schwartz Soap Chip Dryers with five Chilling Rolls.

Devine Double Drum Vacuum Dryer.

Proctor & Schwartz Bar Soap Dryers.

Condon & Huber Soap Chip Dryers.

SOAP CRUTCHERS—Houchin-Aiken, Dopp & Doll Steam Jacketed Crutchers, 1000 lb., 1200 lb., 1350 lb., 1500 lb., 1800 lb., 3000 lb., 6000 lb. and 10,000 lb.

SOAP PRESSES—Jones, Machinery Designing, & Ralston Automatic Presses for toilet and laundry soap.

Dopp, Crosby & Empire Foot Presses.

Scouring Soap Presses.

GRINDERS & MIXERS—Day Jacketed Marsh-mallow Mixers, Pony Mixers, Talcum Powder Mixers, Rouge Mixers, Ointment Mill, etc.

Schultz O'Neill Mills.

SOAP CUTTING TABLES—Houchin-Aiken Steel Automatic Table with self-spreader and extra headers.

Wooden Tables with and without self-spreader attachments.

SOAP SLABBERS—Houchin-Aiken Curtis-Davis, Dopp & Newman's Hand and Power Slabbers.

TOILET SOAP MILLS—2, 3, 4, 5 and 6-roll Granite Soap Mills.

Houchin-Aiken 4 and 5 roll Steel Mills.

Buhler 3, 4, 5, roll Steel Mills.

PLODDERS—Houchin-Aiken Rutschman & Allbright-Neil 6", 8" and 10" Plodders.

SOAP POWDER MACHINERY—Blanchard No. 10-A and No. 14 Soap Powder Mills.

Broughton Soap Powder Mixers.

Wms. Patent Crusher & Pulverizer.

Sedberry Crusher, Grinder & Pulverizer.

A-N 5x7 Crystallizing Rolls.

FILTER PRESSES—Sperry, Perrin & Shriver Cast Iron Filter Presses 12", 18", 24", 30" and 36".

International and Monopod Filters.

VARIOUS OTHER ITEMS—Wm. Garrigue Glycerine Evaporators.

Steel Soap Frames, 600 lb., 1000 lb., 1200 lb., 1500 lb., and 1800 lb. cap.

Automatic Soap Wrapping Machines.

Steel, Copper and Aluminum Kettles.

Soap Remelters, Tube Fillers.

Filling and Weighing Machines.

Pneumatic Scale Corp. Can Filling Machine for cleansers etc.

Brass Soap Dies for foot and aut. Presses.

Soap Chippers, Scales, Motors, Amalgamators.

Soap Racks, Bottle Filling and Capping Machines.

Talcum Can Crimpers, etc.

Say you saw it in SOAP!

Soapmakers Oils

OUR ability to supply you with the finest quality soap perfumery oils is not a matter of conjecture.

For over a generation the House of Ungerer has been recognized as headquarters for these materials and we value this distinction highly.

We carry substantial stocks of all essential oils, and especially recommend for purchase at this time.

OIL BOIS de ROSE
OIL LEMONGRASS
OIL PETITGRAIN, S.A.
OIL CITRONELLA JAVA
OIL LAVENDER SPIKE SPANISH
OIL LAVENDER FLEURS FRENCH

Ungerer & Co.

NEW YORK

"Our quality is always higher than our price."

OCTOBER
1930

SOAP

The Editor's Page

Volume Six
Number Two

Private Brand Soaps

A STUDY of the private brand soap business indicates that for several years past it has been suffering from ills which do not improve as time goes on. The chief difficulty seems to be that most everybody who makes soap for private brand owners, is trying to sell the same people. Development of new business has been only a minor feature of soapmakers' sales efforts. The system has apparently been to concentrate on those known buyers of private brands and to steal the business away from the maker who has been supplying the account. The only method which we have heard about thus far in taking away business from some other soap maker has been through that time-worn medium of price cutting.

We have discussed this matter with buyers of private brand goods as well as with manufacturers, and our conclusion is that the average maker of private brand soaps is very distinctly lacking in initiative and originality. On a rut-worn road overcrowded with competition, it seems that few have thought of turning off on another road to search for new business not subject to such highly competitive conditions. Of course, there are always those who wait for the other fellow to develop the initial business and who then step in with a price cut or a lower grade product in an attempt to get the order. Some times the price cutter succeeds and some times he does not. However, he invariably forces the original supplier to cut his price, and what was a profitable account has much of the profit sheared from it.

Innumerable opportunities for the development of private soap brands must exist in channels which have never been investigated. Soaps, soap powders, cleansers, and similar products lend themselves readily for exploitation in diversified fields for special purposes, but they will not exploit themselves. This is

up to the private brand manufacturer if he wants to get the business. To keep banging away at the same old targets at which everybody else is also shooting, means just a waste of so much ammunition. Where such business is secured, it is usually at prices which give little satisfaction to the manufacturer. New channels must be opened up for the private brand soap maker if conditions are to show any improvement, and they cannot be opened up by a continued concentration of sales efforts in the same old rut.

*

Credit Ratings

FOR publishing what is alleged to be an erroneous rating of the credit standing of a machinery dealer in Chicago, the Bradstreet Company has been sued for libel. This is an interesting and significant case inasmuch as most every business organization has some rating or other in the directories published by various and sundry credit agencies throughout the country. There is little uniformity in the method of rating in the numerous directories and many of them are published by organizations not equipped to secure complete and accurate information. As a consequence, the errors in rating taken as a whole must run into the thousands. This must be particularly true among those agencies which insist upon giving ratings to firms who have refused to supply financial statements and about whom the agencies have no concrete information.

There is no doubt but that the wholesale publication of financial ratings carries with it the danger of doing unintentional injury to a company or individual who is erroneously rated. It is readily conceivable that actual monetary loss might result under some circumstances. Where such loss does occur, and can be proved, there seems to be little doubt about the libel. Why most credit agencies will insist upon rating firms about which they know nothing, is something we have always

Insecticide and Disinfectant Review Begins on Page 87

been at loss to understand, but as long as they continue to do so, and to publish the ratings, the possibility of libel is always present.

AND while the subject of credit risk and credit rating is under discussion, it might be timely to point out that there is no time like the present for caution in the extension of credits. After periods of business depression, especially when they have extended for some length of time, the chance for loss through bad accounts is perhaps greater than at any other time. Business organizations which pay their bills slowly under normal conditions, certainly cannot be expected to pay with any degree of promptness after a period such as we have had since the beginning of 1930. Inability to meet current obligations is the cause of most business fatalities. By no means, would we suggest a wholesale contraction of credit extension, as this would be certain to snuff out the spark of improvement which business seems to be showing. We merely point out that a closer scrutiny of accounts at this time, especially new accounts, is good business.

Your Brand

A FAR-REACHING tendency exists today more than ever before among American manufacturers to put their brand name on everything and to provide assurances that the brand name carries with it original merchandise of satisfactory quality. In the petroleum industry, the more recent trend to brand and trade-mark all products is a move to insure quality, and prevent adulteration and substitution. One by one the manufacturers of lubricating oils are selling their products at the gas stations in sealed, branded containers. This means that the customer gets what he wants when he demands a certain brand, and that the value of the brand name is materially enhanced and the advertising to popularize the brand is made of much greater effectiveness. When a manufacturer spends money to advertise, establish and popularize a brand name, it is both his right and the right of the consumer that the original goods as represented by the brand, be furnished.

The days of bulk goods, not only in the retail store, but in tonnage sales of commodities generally, appear to be passing. A brand stands for a definite standard of quality, for

uniformity, and for other things which are desirable. If it is a well-established brand with a reputation for high quality, it should carry protection against adulteration, fakery, and fraud. Where goods are sold in bulk and repacked, or merely turned over unbranded by a distributor, the chance for adulteration is great, and the original manufacturer is frequently the sufferer through no fault of his own. The tendency therefore toward branding all goods and urging the dealer or consumer to insist on the original brand in unbroken containers, is only natural as a means of self protection on the part of the manufacturer.

A brand, where it means something, is a valuable asset of the manufacturer. It is an identification which has a definite sales value. The wide movement among manufacturers toward the branded, sealed container whether it be a six ounce bottle, a drum or a tank car, replacing the old unbranded bulk idea in merchandising, is evidence in itself that it is an important step in the new order of modern sales methods.

A REPRESENTATIVE of *Soap*, just back from New England reports that although general business conditions there are still far from good among most of those consulted, soap makers seem to be doing a good volume. From three points in the Middle West, we receive reports from individuals who travel about calling on manufacturers, that buying of soap and allied raw materials has expanded materially since the middle of last month. In and about New York City, those whom we have consulted state that there are some inquiries, and that actual buying has shown some expansion. Whether this is a seasonal expansion or the advent of generally better business,—who knows? But if you need materials, buy them. Prices on the whole could never be more attractive than they are right now.

Exports of dental creams from United States during June, 1930, had a total value of \$168,863, with the United Kingdom, the leading buyer, taking material valued at \$40,728. Exports of other dentifrices had a total value of \$12,168.

Exports of soda ash from United States during June, 1930, totaled 6,916,581 lbs., worth \$118,495, with Japan, the leading buyer, taking 3,529,860 lbs., worth \$44,951.

GLYCERIN---

The American Position



SINCE 1920, the consumption of glycerin has more than doubled in the United States. The increased consumption has been inversely proportional to the market price movements for the product. As the price declined, the rate of expansion in consumption, considering the situation over long periods at a time, showed a proportionate increase. During the periods when prices rose too high and perhaps too rapidly, such as in 1926, the drop in glycerin consumption was about on a parity with the upward move in the market. This, of course, is nothing unusual as price and consumption are two naturally related economic factors.

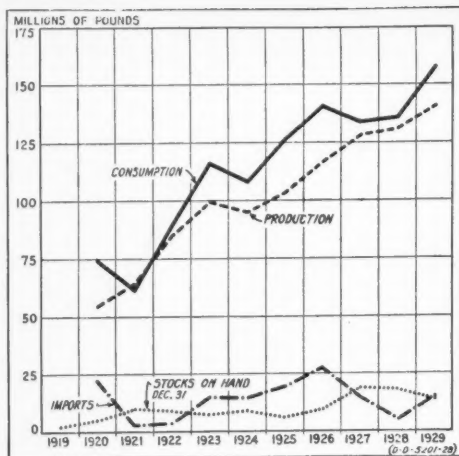
While the ten year trend in glycerin consumption has shown an upward curve of some ten per cent per year, domestic production of both crude and refined has kept pace with consumption. Imported glycerin has been less of a factor in the American market during the period since the end of the war than ever before in the history of the country. Imports of crude have averaged for the ten-year period less than ten per cent of the total, and the tendency during the past three or four years has been to reduce imports even well below this level. In fact, for the first half of 1930, less than three per cent of available crude on the American market was imported. In the case of refined glycerin, imported stocks have been less and less a factor since 1920, except in 1926, and there has been a steady decline since then. At the end of 1929, imported refined glycerin was probably not more than a three or four per cent factor in the domestic market.

An explanation of the increasing self-sufficiency of American glycerin production lies probably in several directions. The end of the war undoubtedly left much glycerin equipment which had been installed to take care of the war-time requirements. In spite of the sharp drop in price following the war, this equipment had been installed and paid for, and it was

probably more economical to run it, recover and refine the glycerin, than it was to junk it. The low prices for the first few years after the war brought a stimulation of demand for glycerin for many purposes for which it had not been used for some years owing to high cost. Even at the low prices, there was some profit in recovering and refining a product which was considered a by-product that had to be sold or run into the sewer.

Resumption of consumption on a larger scale brought the inevitable upward price movements when demand became heavier than usual. The higher prices stimulated increased production and considerable new equipment was installed about the country. In this new and more efficient equipment, lay better yields and lower recovery costs, and the ability to compete to better advantage with foreign glycerin. From a war-time hangover, glycerin recovery and refining became an extremely efficient series of processes, meeting a new demand which continued to expand even in the face of competition from other products. Expansion in production and consumption have kept pace during the past several years in spite of steadily declining prices.

The industry today finds most of the crude glycerin lyes being worked and a considerably smaller proportion finding their way to the sewer. Modern equipment apparently makes possible the production of refined glycerin at present prices at a profit, a profit which is seemingly none too large, but of sufficient interest to keep production up. Of course, the question of profit in glycerin is something of an arbitrary matter. What part of the cost of the fat shall it bear, if any? Is it still worth while to recover it even when the returns represent less than the cost figure assigned to it? Evidently, most soap makers take the attitude that irrespective of all other things, it is a by-product that must be sold no matter what the price. The equipment is there and as long as the return will more than cover operating and selling expense, the difference represents income



Glycerin consumption factors for the United States (crude)

which would not be available otherwise. This angle of the situation may be to some extent the explanation of continued increase of glycerin output in the face of the low prices of the past three years. It is an angle of the situation which might well be pondered by manufacturers of products designed to compete with the glycerin output of the soap industry on a price basis.

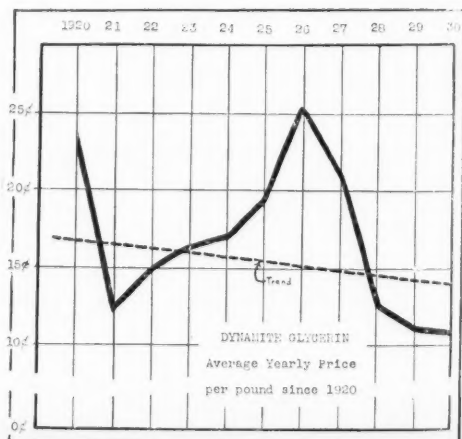
In the low prices which have ruled since 1927, and in the greater efficiency of American glycerin recovery, may lie the main reasons for the present apparent self-sufficiency of the domestic industry and the discouragement of foreign shipments to the American market. The low prices have undoubtedly kept the market for the American producer. Any price increase is bound to enliven competition from Dutch, French, German and English producers.

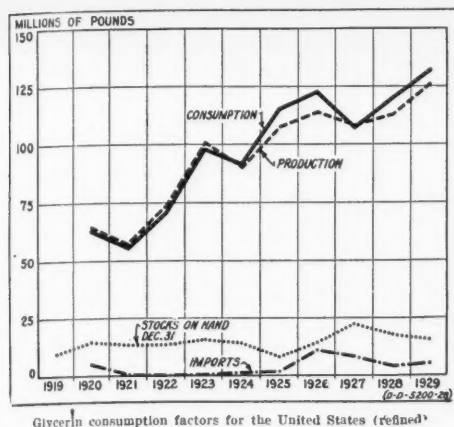
In picturing the status of the export market for American glycerin and the position which foreign glycerin plays in the American markets, the recent analysis of the situation by Robert G. Boyd of the Chemical Division of the Department of Commerce, is interesting. He says in part: "In 1920, the home output supplied 67 per cent of the domestic requirements of crude glycerin and 93 per cent of the consumption of the refined, whereas at the present time, demand in the United States is dependent on domestic production to the extent of 94 per cent of the crude and 96 per cent of the refined that is consumed. During the first half of 1930, there were small changes in consumption (crude, 76,704,000; refined, 57,422,000 pounds), as compared with the corresponding

period of 1929, but stocks on hand as of June 30, were appreciably less and there was a decided decline in foreign trade."

Charts showing production, consumption, imports and stocks, prepared by Mr. Boyd are shown herewith. He goes on to say regarding our export trade: "Chile is probably the largest Latin American importer of glycerin. Its position cannot, however, be ascertained definitely, as comparable statistics for the Latin-American countries are not available. The bulk of the Chilean glycerin import is for the manufacture of explosives, as demonstrated by the 1928 figures showing that a total of 1,102,845 pounds of glycerin valued at \$159,753, shipped into the country, over three-fourths, or 778,446 pounds, worth \$111,168, was for consumption by the explosives industry. The largest explosive factory in Chile, located at Rio Loa and controlled by United States and European interests, produced approximately 3,273 metric tons of explosives in 1929. In 1928 the United States was Chile's second largest source of dynamite glycerin, supplying approximately one-third of the total Chilean import; the Netherlands was the most important supplier, contributing over one-half of the incoming shipments. The United States furnishes only a small proportion of the Chilean import of "other glycerin," the principal sources of which were, in 1928, the United Kingdom, the Netherlands, and Germany, respectively, in the order of their importance.

Since 1926 over half of the United States glycerin exports have been to Latin American markets. This trend may be observed in the





following statistics of exports during the last three years:

Destination	1928		1929		First 6 months of 1930	
	Pounds	Value	Pounds	Value	Pounds	Value
Mexico	933,767	\$108,198	368,944	\$44,122	48,691	\$6,481
Canada	768,898	88,918	229,177	40,424	44,272	6,159
Cuba	55,349	9,268	79,774	9,967	41,186	4,823
Chile	9,648	1,815	465,215	64,190	9,661	1,396
Philippine Islands	33,658	6,179	33,464	5,263	7,180	1,279
Panama	6,920	1,288	11,585	2,356	7,012	1,736
Other	246,697	43,434	185,446	31,664	55,998	9,679
Total	2,051,937	259,100	1,373,605	197,986	214,000	31,553

Most of the Latin American countries have extensive mining enterprises which require large amounts of explosives, a very small percentage of which is furnished by domestic manufacturers. On the necessity for domestic explosive industries in these countries, therefore, largely depends their marked potentiality as glycerin markets. The total Mexican demand for glycerin from foreign sources is not ascertainable, as import statistics for recent years are not available. In 1928 Cuba, our second best Latin American market, bought approximately three-fifths of its glycerin import of 442,776 pounds, valued at \$52,663, from the United States, and the remainder from France, the United Kingdom, and Germany, respectively, in the order of their importance.

Total imports into the United States of glycerin, worth \$362,925, during the first half of 1930 represent a decided decrease from the corresponding figure of \$915,426 for the first half of 1929. The largest decline was among incoming shipments of the refined, as may be observed in the following table:

UNITED STATES IMPORTS OF GLYCERIN

Countries of origin	1929		First 6 months of 1930	
	Pounds	Value	Pounds	Value
Crude:				
France	4,931,691	\$280,062	1,308,750	\$72,460
Cuba	1,074,271	69,668	617,639	37,246
Soviet Russia in				
Europe	132,334	9,113	577,316	42,552
Germany	1,072,173	65,446	514,330	34,523
Belgium	759,448	49,568	433,414	28,884
United Kingdom	3,847,345	216,307	328,374	18,179
Argentina	494,638	29,758	223,451	12,865
Other	2,289,836	126,814	563,239	30,977
Total	14,601,736	846,736	4,566,513	277,686
Refined:				
Netherlands	3,114,642	294,595	717,067	64,867
Germany	1,824,672	154,432	116,078	10,971
United Kingdom	165,770	18,301	56,824	5,986
Other	388,387	33,402	43,481	3,415
Total	5,493,471	500,730	933,450	85,239

No marked shiftings in the United States sources of supply of refined glycerin occurred in 1930, when the Netherlands and Germany continued to be the largest factors, but there was an important change in provenience of the crude, Cuba displacing the United Kingdom as the second largest source of supply, following France.

The only country outside of Latin America that is worthy of mention as a purchaser of glycerin from the United States is Canada, which maintained, during the first half of 1930, its 1929 position as our second best market. This market offers large room for expansion by United States exporters as evidenced by the fact that the United States furnished only 3 per cent of the total dynamite glycerin (6,340,044 pounds, valued at \$535,254) and 14 per cent of all other glycerin (1,988,168 pounds, worth \$201,493) imported by Canada in 1929. The percentage participation in the Canadian 1929 import trade in glycerin of other important suppliers follows: Dynamite glycerin—the Netherlands, 39; the United Kingdom, 31; Germany, 22; all other glycerin—the United Kingdom, 59; the Netherlands, 20.

In 1927, the latest year for which French statistics are available, the United States received nearly half of the French export of crude glycerin, which amounted to 10,000,000 pounds. The importance of the United States as an outlet for French crude glycerin is demonstrated by the rise in French exports from 8,500,000 pounds in 1928 to 10,000,000 in 1929, coincident with the increase in United States imports of the crude from France, from 1,638,176 pounds in 1928 to 4,931,691 in 1929.

Statistics of Cuban exports of glycerin are

(Turn to Page 85)

1768-1930

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SURABAYA, E. I.
LANGSON, Tonkin
CHUNG-KING, China
TATSIENTLU, China
CAYENNE, Fr. Guiana

Les HESPERIDEES, Reggio, Italy

MESSINA, Sicily

Say you saw it in SOAP!

Classifying Dry Cleaning Soaps

THE consumption of dry clearing soaps has increased very materially over the past several years, and with the increase in use has come the introduction of numerous specialty soaps of different types all designed for some definite job in the dry cleaning field. Because the dry cleaning solvent, whether it be straight gasoline or some of the less inflammable mixtures represents the greatest material cost in the dry cleaning plant, equipment for the recovery of this solvent has come to have an ever widening use because recovery is a necessary economic factor in the business. Upon the design of the various solvent recovery systems has depended to a great extent the type of soap used and the development of new types of dry cleaning soaps to meet the special needs of the systems.

The facts which have been given out to the dry cleaning soap consumer are naturally of interest to the manufacturer who must keep pace with the mechanical developments in the field. A classification of dry cleaning soaps made a short time ago by R. A. Morgen of the Cleaners Equipment Corporation in *Cleaning and Dyeing World* includes some interesting comments. Among other things he says that there is a tendency to swing towards the strong soap solution method of cleaning. As Mr. Morgen points out, a demonstrator for any company will describe a method for using his product to the best advantage. During the course of the demonstration, only the word *soap* is used. The cleaners are left with the impression that the method, just demonstrated, is applicable to any compound that is called a dry cleaning soap. This is not true, he says.

Practically all the different kinds of soap sold by reputable manufacturers have merit, but not all can be used in the same way. Results obtained with any particular kind of soap vary with the manner of using the soap, and the type of clarification system that is be-

ing used. Not all of the different kinds of soap can be used with all kinds of clarification systems. The older paste soaps can be used with all kinds of older type chemical systems. A good alkali treatment will bring about practically complete removal.

The cleaner must either choose his soap to fit his clarification system—or buy a clarification system to fit the kind of soap that he wants to use. In either case he must use the soap properly or he will not get good results. To purchase just any kind of soap that is offered; then to throw a little of that soap in the washer in the hope that it will clean the clothes by some magical power, and then be clarified by whatever system the man happens to have, is both uneconomical and unwise.

THERE are four general types of materials that are offered to dry cleaners as soap. The first and most familiar soap is the older type, partially soluble. These soaps are as nearly completely saponified as it is possible to make them. They are not truly soluble, but they remain in suspension during agitation in the washer. This type of soap can be seen in the solvent and therefore the completion of the rinse can be measured by looking at a sample of the solvent. Most of these soaps can be rather completely removed by distillation or by alkali treatment. These soaps cannot be used with filters. Due to their incomplete solubility they soon plug up all types of pressure filters.

Another kind of soap is comprised in the prespotting and special solvent compounds. Most of these compounds contain some soap in combination with special solvents. It is not the purpose to go into the merits of the various products offered for sale. Suffice it to say that most of the "prespotting compounds" are not serving their best purpose when thrown in the washer, regardless of what kind of clarification system is being used.

The prespotting agents are most useful when applied directly to the spots according to directions. When a small amount is put

in a large washer the compound is wasted. In addition some of the prespotting materials may contain substances not easily removed by any of the commonly used types of clarification. Some are only partially removed by an alkali system. Being generally completely soluble they cannot be removed by filters, or by centrifuges. Some cannot be completely removed by a still.

THE third and fourth types of soaps were developed as a result of the growth in popularity of the pressure filter. The use of a soap with the pressure filter requires that the material be completely soluble so that there will be no increase of pressure during filtration due to the presence of the soap. A soluble soap may be defined as: "A material which helps the cleaning and can be dissolved at 60° F in dry cleaning solvent in sufficient quantities to do good cleaning and not cause a rise in pressure on the filter during the process of filtration." Soaps of both Type No. 3 and Type No. 4 must fit this definition.

The first method, by which pressure filters were used, was the combination filter and still. The soluble soap (Type No. 3) that was developed for use in connection with this type of clarification system is as nearly completely saponified as it is possible to make it and still have it remain soluble. The less the soap is saponified the more easily it is dissolved. Addition of some stabilizing agent such as hexalin or certain chlorinated compounds are usually necessary to keep this kind of soap in perfect solution. The presence of these soaps in the solvent cannot be detected by looking at the solvent. Most of the soaps in this class are liquids. Most of them cannot be detected by the alcohol test, a test commonly used by the cleaner. These soaps are rather completely removed by distillation, but there is always a little of the excess fatty acid which may distill over. The greater part of the stabilizing agent remains in the solvent after distillation, sometimes making occasional chemical treatment necessary to keep the solvent sweet. Alkali treating systems can handle most of these Type No. 3 soaps, but they settle with difficulty. This kind of soap is recommended for the filter-still combination rather than for the filter-chemical combination.

A FOURTH type of soap also designed for use with pressure filters has recently come into use. These soaps may be either liquids or pastes, but when stirred with solvent at or above 60 degrees Fahr. they dissolve completely. They differ from Type No. 3 in that they usually contain less stabilizing agents and usually more free fatty acids. They can not be easily removed with the still because some of the free fatty acid comes over in the still. Because of the added bulk of the precipitated soap, when alkali (caustic) is added, Type No. 4 is a better soap for use with alkali than No. 3. In addition, Type No. 4 does not have as much stabilizing agent present. This last type is the best to use for the filter-chemical combination clarifier system.

From the above discussion it may be seen that all soaps cannot be used by every cleaner. He must use the kind that is adapted to his particular needs. Where strong soap solutions are used it is advisable to use a soluble soap. In that case the strong soap can be filtered and the life of the strong soap solution can be materially increased. Whether a soluble soap of Type No. 3, or Type No. 4 can be used to advantage depends on what kind of clarification the cleaner is using.

In conclusion it can be said that the cleaner cannot use everything that is labelled soap and get good results. The following outlines the proper usage of the four general kinds of soaps:

Type No. 1.—Old type, partially soluble soaps—work successfully in alkali systems—fairly successfully with stills—cannot be used with filters.

Type No. 2.—Prespotting compounds—these are not true soaps—they are used directly on garment—they should never be put in a washer regardless of what kind of clarification is used.

Type No. 3.—Soluble soap which is nearly completely saponified and contains large amounts of stabilizing agents to hold in solution—used where a filter-still or filter-alkali system is used, but preferably with filter-still combination—good for Strong Soap Solution.

Type No. 4.—Soluble soap which contains considerable amounts of excess fatty acids—used where a filter-still is used or filter-alkali system is used, but preferably with filter-alkali combination—good for Strong Soap Solution.

There has been some confusion as to what

is meant by a soluble soap. Some cleaners believe that all liquid soaps are soluble, and all paste soaps are insoluble. This is not true. The test for a soluble soap is as follows: Mix some of the soap with solvent at 60 degrees F. If particles of soap or a cloudiness can be seen the soap is not completely soluble. If particles cannot be seen and the mixture is uniform and clear the soap is soluble. This is a good type of soap to use for the strong soap solution.

Soap Industry in Brazil

There are eighteen soap factories in Pernambuco, Brazil, and surrounding territory, including Ceara, Parahyba, Alagoas, and Rio Grande do Norte. At the present time American caustic soda and rosin are consumed in the Brazilian plants but miscellaneous raw materials are apparently purchased from other countries. The laundry soap manufactured on the largest scale is a low-grade soft yellow soap, made in long bars about 2 by 2 by 18 inches. It is sold by weight in the grocery stores and cut to the desired size. It apparently goes through no drying and ageing process in the factories and accordingly dissolves rapidly in water. The laundry methods require washing of clothes first to remove the dirt, rinsing, and then soaping again in a thick suds and bleaching in the sun. The soap contains large quantities of rosin and soda. Some inferior soap, sold in shops in the interior, appears to contain sand or other filler. Another laundry type, which is made in some of the factories, is a soap having a marbled, blue and white appearance. This is harder, but is made in the same size bars as the other kind. This soap is sold for about 8½ cents per pound, or somewhat higher at times.

The largest soap factory in Parahyba, which makes toilet soap, also makes cakes of laundry soap very much like American soap, suitable for fine washing. This soap, although five times as expensive as the ordinary laundry soap, is much harder and more economical to use. The toilet soaps made in the two factories in Parahyba and Mexico compare favorably with those of foreign manufacture, except that the Brazilians are fond of highly perfumed toilet articles and do not object to bright colored soaps, and the factories cater to these preferences. Many kinds of toilet soaps are made. Chemists of foreign nationality are in charge of these factories. Owing

to the difference in price, the locally made soaps are not greatly affected by imports of foreign toilet soap. Each is sold to its special class of trade.

American manufacturers of soap-making materials (except grease and oil) can obtain from the Chemical Division a more detailed report, accompanied by a list of the soap factories and agents for materials purchased by the factories, on request.

The Public Service Commission has approved new freight rates of the New York Central (East) on soda (caustic), carload, minimum weight when in iron drums 50,000 pounds, when in barrels, 40,000 pounds and when in tank cars subject to Rule 35, from Solvay and Syracuse to Rome, 8.5c per hundredweight. These are reductions, effective September 25, 1930, by special permission of the commission.

New Bergamot Crop Small

A report received by P. R. Dreyer Inc., essential oils, New York, from their principals, Paolo Vilardi, Reggio Calabria, Italy, indicates that the bergamot crop will not be very large this year. The rapid changes of temperature and the extreme heat during June and July have caused much small, unripe fruit to fall. Likewise producers have neglected their orchards because of the uninteresting prices prevailing. Many of the producers have decided to discontinue the production of the fruit, substituting other crops which will be more remunerative. These factors have already caused a slight advance in prices, and it is expected in many quarters that further advances will follow.

The serious business depression which has affected all the markets of the world has no doubt been one of the principal reasons for the steep decline in the price of bergamot oil, which has now brought the return down to a point where it is claimed that it no longer meets the cost of production. The serious nature of the situation has been recognized by the government which recently sponsored a meeting of important producers in Reggio Calabria, with a view of finding some remedy. Current quotations remain very attractive and still represent a bargain price for oil bergamot, according to the consensus of dealers in the essential oil field.

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Say you saw it in SOAP!

Cleansers and Polishes Valued over \$50,000,000 in 1929

ALL cleansers and polishes manufactured in the United States during the calendar year 1929 exceeded a valuation of \$50,000,000, which represented an increase over 1927 of approximately one million dollars worth or two per cent, based on manufacturers' prices, according to the figures of the Bureau of the Census. These figures represent returns from 380 manufacturers of cleansers in 1929 as compared with 341 in 1927, plus returns from additional manufacturers with whom cleansers and polishes are termed secondary products.

The total shipments or deliveries of cleaning and polishing preparations by manufacturers in the United States engaged primarily in the production of these commodities in 1929 was valued at \$39,406,000, as compared with \$38,769,557 reported for 1927, the last

preceding census year. In addition, cleaning and polishing preparations with an estimated value of \$10,800,000 were made as secondary products and shipped or delivered in 1929 by establishments engaged primarily in other lines of manufacture. The addition of these figures to those representing the shipments or deliveries by establishments classified in the industry proper gives a total of \$50,206,000, which was made up as follows: Cleaning preparations, \$32,978,000; metal polish, \$3,111,000; other polishing preparations \$14,117,000.

This industry, as defined for census purposes, embraces establishments engaged wholly or principally in the manufacture of washing, ironing, and sweeping compounds, preparations for cleaning gloves and other wearing apparel, furniture polish, automobile body

SUMMARY FOR THE INDUSTRY: 1929 AND 1927

	1929	1927	Per cent of increase or decrease (—)
Number of establishments	380	341	11.4
Wage earners (average for the year) ¹	2,456	2,403	2.2
Wages ²	\$3,121,500	\$2,988,430	4.5
Cost of materials, containers for products, fuel, and purchased electric current ²	\$16,888,000	\$15,219,635	11.0
Products, total value ²	\$42,778,000	\$41,234,466	3.7
Cleaning and polishing preparations	\$39,406,000	\$38,769,557	1.6
Other products	\$3,372,000	\$2,464,909	36.8
Value added by manufacture ³	\$25,890,000	\$26,014,831	—0.5
Total			
Per wage earner	\$10,542	\$10,826	—2.6
Ratio (per cent) of cost of materials, con- tainers, etc., to value of products.	39.5	36.9	...

¹Not including salaried employees. The average number of wage earners is based on the numbers reported for the several months of the year. This average somewhat exceeds the number that would have been required for the work performed if all had been continuously employed throughout the year, because of the fact that manufacturers report the numbers employed on or about the 15th of each month, as shown by the pay rolls, usually taking no account of the possibilities that some or all of the wage earners may have been on part time or for some other reason may not actually have worked the entire week. Thus in some cases the number reported for a given month exceeds the average for that month.

²Manufacturers' profits can not be calculated from the census figures because no data are collected for certain expense items, such as interest on investment, rent, depreciation, taxes, insurance, and advertising.

³Value of products less cost of materials, containers for product, fuel, and purchased electric current.

CLEANING AND POLISHING PREPARATIONS—PRODUCTION, BY CLASS AND VALUE,
FOR THE UNITED STATES: 1929 AND 1927

	1929	1927
Cleaning and polishing preparations made in all industries, total value	\$50,206,000	\$49,358,604
Made in the "Cleaning and polishing preparations" indus- try, value	\$39,406,000	\$38,769,557
Made as secondary products in other industries, value	\$10,800,000	\$10,589,047
Cleaning preparations	\$32,978,000	\$32,252,813
Metal polish	\$3,111,000	\$2,657,979
Other polishing preparations	\$14,117,000	\$14,447,812

¹ Estimated.

polish, floor and laundry wax, paint and varnish removers, metal polish, etc. The statistics for 1929 are summarized in the following table, with comparative figures for 1927. Detailed product statistics are given in Table 2. The figures for 1929 are preliminary and subject to revision.

(Note.—As the purpose of this preliminary report is to make the census statistics available at the earliest possible date, thus insuring their maximum current value, they have been compiled from returns which have not

received the careful scrutiny and revision which will be given them before the publication of the final reports, and are based in small part on estimates for those establishments which have not yet made their returns. For these reasons, some of the items in this report may differ appreciably from the corresponding items in the final report for the industry, but it is believed that these differences are not of sufficient importance to have any material effect on the value of the statistics for practical purposes.)

Dr. Amando Clemente and Miss Adelaida Bendana, both of the Chemistry Department of the University of the Philippines, have announced a new process of decolorizing cocoanut and cottonseed oils from their semi-crude state into water-white liquid. They believe that this formula will be of considerable use to the Philippine cocoanut oil industry.

*—

Roessler & Hasslacher Chemical Co. recently announced the appointment of Dr. W. F. Zimmerli as head of the commercial development department of the company at Niagara Falls. He has been with the commercial development division at New York, but will now make his headquarters at Niagara Falls.

*—

Edward Rosendahl has been appointed technical representative for the Glyco Products Co., Brooklyn, and will visit the manufacturing trade using their materials to aid with technical problems. He is a graduate of Manchester University, England, and was formerly connected with the British Dyestuffs Corp. and later with the research department of Van Ameringen-Haebler, Inc., New York.

The rate of freight from the Straits Settlements to Conference basis ports in Europe on palm oil in cases has been reduced to \$14.20 per scale ton, effective back from July 4, 1930. The rate of freight on palm kernels from the Straits Settlements to Conference basis ports in Europe has been reduced to \$7.20 per scale tone, effective back from July 1, 1930.

*—

A conference freight rate of \$17.00 per 50 cu. feet has been fixed for palm oil in bulk from Straits Settlement ports to Boston, New York, North Atlantic and Gulf ports, effective from August 8, 1930. (Report from Assistant Trade Commissioner Boehringer at Singapore.)

*—

The use of hydrogen peroxide, several applications if necessary, is recommended by J. W. Johnson in *Successful Dry Cleaning & Dyeing* for the removal of yellow spots from light colored woolen garments, followed by thorough washing out of the peroxide later.

*—

Foster D. Snell has recently been elected a Fellow of The Chemical Society (London).

The Dealer's Attitude Toward ANTI-FREEZE GLYCERIN

EDUCATIONAL efforts toward popularizing glycerine in the anti-freeze field, have not made as great progress as might have been looked for, if opinions among garage men and automotive supply dealers secured by a representative of *Soap* are to be taken at their face value. With the 1930-31 anti-freeze season just about to begin, a representative of *Soap* sought to find out just where glycerine stands in the minds of garage owners and dealers in New York and in near-by areas in New Jersey. How much real information have they about glycerine? How much wrong information? How many of them have or will stock the standard brands of radiator glycerine, and recommend it to their customers when the beginning of cold weather arrives? How many of them are prejudiced against it because of some unfortunate experience with it or through ignorance?

It was found that too many dealers or garage men, especially the latter, were unfavorable in their attitude toward glycerine and thought that they knew all about it when in reality they actually know little or nothing. The bad impressions of two and three years ago still stick and are unquestionably helping to retard sales. The number who stated that they intended to stock or recommend glycerine this year was small. Several recounted experiences in past years which indicated that they were afraid to service cars with glycerine for fear that there might be further come-backs in spite of the fact that they had read or heard that the product for anti-freeze use had been improved and standardized. One or two claimed that glycerine attacked aluminum parts, pump packings, hose connections, and gaskets, all of which claims are probably based on imagination rather than on fact.

The really significant point which was brought out from the general run of interviews was that it was easy to handle and sell alcohol and the patented compounds, and the

profit was good, so why should he, the garage man, take a chance selling something which was not only expensive and hard to sell, but might cause him trouble where he handles the servicing job himself. This seemed to typify the attitude of the garage owner,—a combination of fear of the product, and apathy.

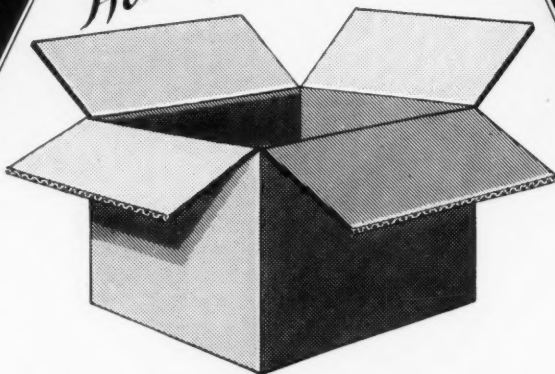
Judging from those interviewed, glycerine has not yet overcome the prejudice against it and is not making the desired inroads into the anti-freeze market in the Metropolitan area. Of course, this is only one small corner of the country and conditions may differ elsewhere. For the smaller and cheaper cars, the price was held to be a great drawback even after all other obstacles might be overcome.

ONE garage owner reported that last winter he sold five barrels of alcohol and two cases of the compound, "Whiz." He also disposed of a considerable stock of *Prestone*, (ethylene glycol) which is also expensive, but had never stocked or had any call for G. P. A. glycerine. He was again ordering similar amounts of these products and had also put in a small stock of glycerine upon being told by a garage supply man that there would be a better demand for it this year. A second dealer estimated his anti-freeze sales last Winter at 300 gallons of alcohol, sixty gallons of *Prestone*, and five gallons of G. P. A. glycerine. Incidentally he still had in stock five gallons of glycerine from last year, and was not planning to order more until he found what the demand would be this season. Another garage man estimated that only about five per cent of his anti-freeze sales were for glycerine. Alcohol accounted for about sixty per cent of his sales, *Mobo*, one of the lower-cost compounds, for twenty-five percent, and *Prestone* was sold to about ten percent of his customers.

To all these garage dealers it seemed impossible for glycerine or anything else to replace alcohol as the most common anti-freeze preparation. It was their belief that drivers

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and
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CORRUGATED CONTAINERS

ALL the care spent in the fabrication of your company's product can be set at naught in that brief interval from the time you send the shipment on its way until your customer unpacks the goods. That's when you need the extra assurance that you get from the scientific design and honest construction of GIBRALTAR CORRUGATED CONTAINERS — the assurance that

your product will reach its destination in the proper condition.

You can't go along with every consignment, but you can make sure that your shipment will have the very best protection that modern package experts and container builders can devise.

Let us show you, without obligation, how GIBRALTAR service can help you.

GIBRALTAR CORRUGATED PAPER CO., Inc.
NORTH BERGEN - - - NEW JERSEY

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of cheap cars, drivers who serviced their own cars and drivers who bought from hand to mouth, would continue to use alcohol and the cheaper compounds on account of the smaller original cost and the ease of filling the cooling system with these preparations without the extensive check of the system necessary when using glycerine. The owners of expensive cars represent the best market for glycerine and glycol, and the higher priced compounds containing glycerine. They are in a position to make the larger original outlay for preparing the system and buying the filling material, and can turn these details over to their mechanics or chauffeurs to take care of.

The time to appeal to this class of buyers was held to be well in advance of the time when an anti-freeze will be needed. Since glycerine will not boil off even at comparatively high temperatures, prospective buyers could be persuaded to have it put in their cars early in the Fall when garages are not rushed by an influx of anti-freeze buyers and can give the proper attention to cleaning and tightening of the cooling systems, it was pointed out. An aggressive advertising campaign to prospective buyers well in advance of the Winter months, in which the advisability and possibility of tending to the anti-freeze problem early was stressed, would undoubtedly do a great deal toward stimulating sales of glycerine in the high-priced car field. The average garage owner is certainly not a help in the sale of glycerine. His ignorance and apathy are in fact just as much a drawback as they ever were. Glycerine has apparently got to be sold in spite of him and not through any intelligent cooperation with him.

The arrival of coconuts on the Java market is comparatively scant, according to a department of commerce report. The natives are neglecting the nuts on the trees because they cannot secure good prices for them. The present crop and outlook for harvests in the near future are poor.

Stocks of refined cottonseed oil on hand in United States Aug. 31, 1930 totaled 200,273,468 lbs., as compared with 230,682,631 lbs. on the same day in the previous year. Stocks of crude cottonseed oil were 25,606,230 lbs. on Aug. 31, 1930, as against 28,823,404 lbs., on Aug. 31, 1929.

New Soap Factory in Haiti

The Usine a Manteque, soap manufacturers and lard compounders of Port au Prince, Haiti, contemplate the erection at an early date of an addition to their existing plant facilities. The new building, which will represent an investment of \$40,000 is to be for the manufacture of soap with a capacity of a minimum of 175,000 lbs. per month of laundry soap, according to a report by Vice Consul Lamont to the Foodstuffs Division of the Department of Commerce.

Nut Oil Concession in Panama

The Republic of Panama has granted a concession to an American corporation, by the terms of which the latter is authorized to establish a plant to extract the oil of the Corozo nut, which is a variety of the palm species, and to gather these nuts from the national lands of the Republic, and to obtain them by purchase from private landowners. The concession is for 25 years, during the first five of which the American corporation is exempt from paying any portion of its income to the Panaman government. During the second five year period it is to pay one percent of its profits, which payment is to be increased one percent during each of the five year periods following. The Corporation is granted the right to import all machinery and equipment free of charge. A supplemental agreement has been signed, subject to the approval of the Assembly, exempting the Corporation from all other taxes during the life of the contract. Report from American Minister, Roy T. Davis at Panama City.

A number of essential oil dealers have been robbed of a considerable amount of sandalwood oil by an unknown buyer who has made payments with checks which turned out to be worthless. Dealers are requested to get in touch with J. B. Magnus, of Magnus, Mabee & Reynard, New York, secretary of the Essential Oil Dealers' Association upon receiving additional orders from any outsider.

Sherwood Petroleum Co., Brooklyn, importers of petrolatums, mineral oils, and perfumes bases, have established a branch plant and office in Chicago at 1725 W. 74th St. under the management of Victor L. Roberson, well known, in the Mid-West trade.

The Leaner the Soap, The Fatter the Profits!

A 10c cake of soap represents a dime's worth of help—in cleaning. And since the cleansing qualities of rosin make the soap do a better job, it's *worth* more to the housewife.

No need to charge extra—the costs of manufacture are less because of less fats. As much as 30% of a cake of soap is frequently an economical Wood Rosin.

Newport Wood Rosins are uniform in quality—shipped in uniform drums—and are always clean.

Specify Newport Pale Wood Rosins for dependability and uniform quality. Greater profits don't come by chance.

*All types of Wood Rosins
Pine Oils • Pinesol
Steam Distilled Wood Turpentine*

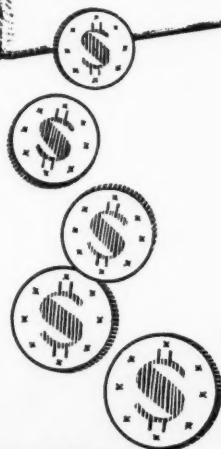
Address Our Main Office: 75 East 45th St., New York City

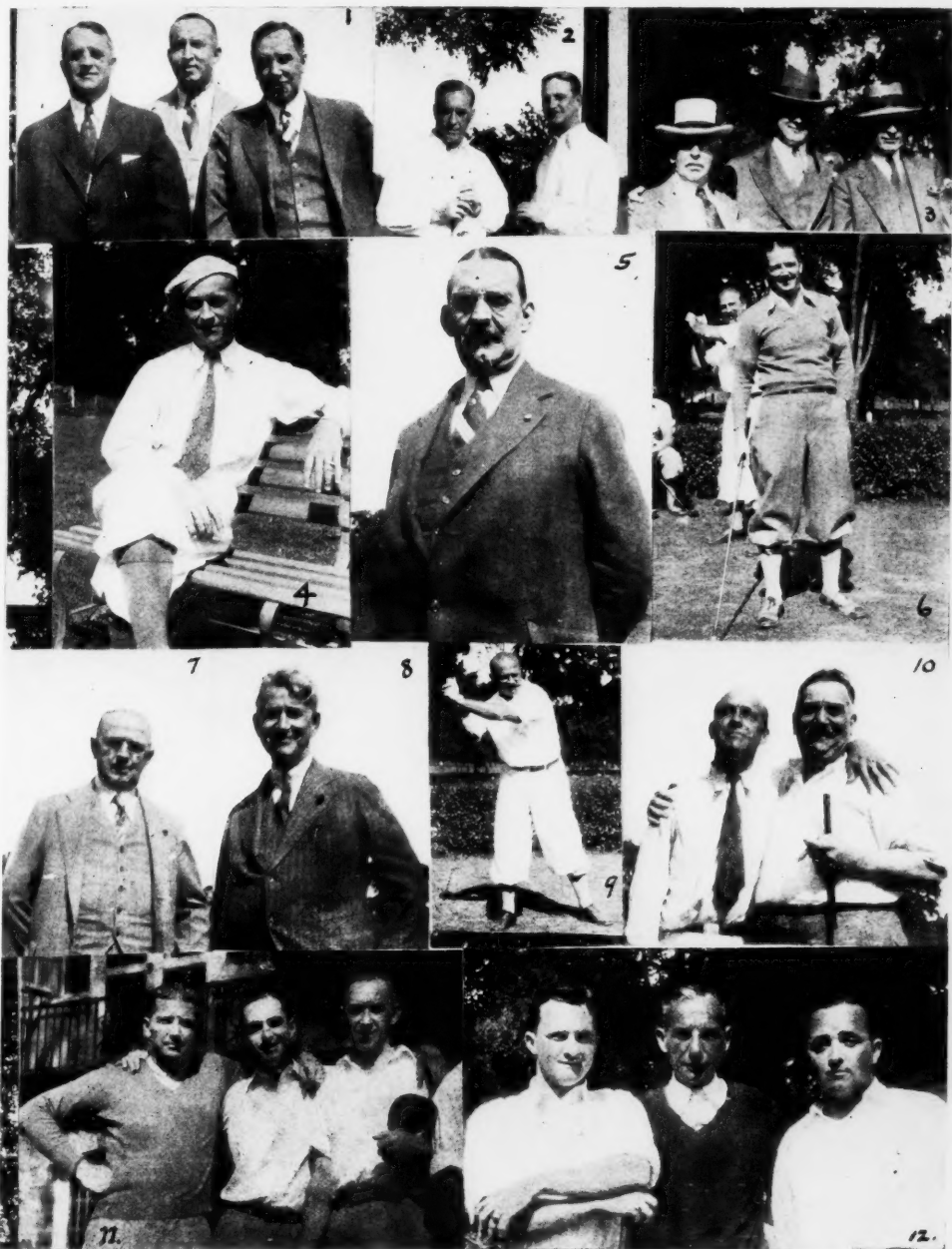
Plants: De Quincy, La.—Pensacola, Fla.—Bay Minette, Ala.

GENERAL NAVAL STORES COMPANY, Inc.

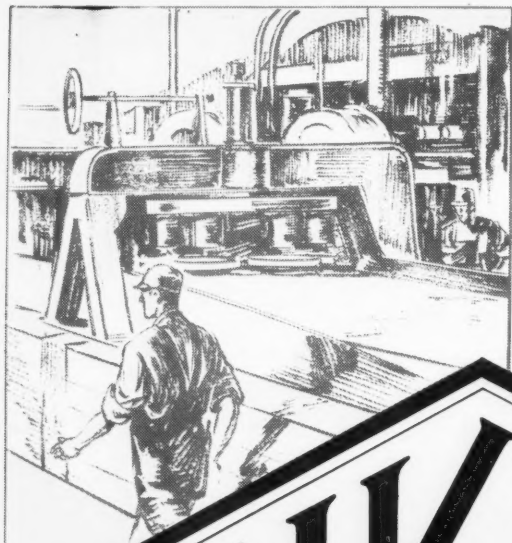


Say you saw it in SOAP!





Snapped at the recent New York Oil Trades Association golf tournament, held at Westchester Hills Country Club, White Plains, N. Y. From left to right starting with the top row, Henry P. Curler, William Ulrich, George Suraud, Fred Dery, Warren Monroe, Edgar Laing, Joseph P. Smith, H. Mart Smith, Phil Meon, Bert Squier, Robert Hebert, William L. Koburger, Al A. Hoffman, Al Kaufman, Phil Meon again, George Baum, Robert Hebert, Ben Nelson, Jack Dallan and three who could not be identified.

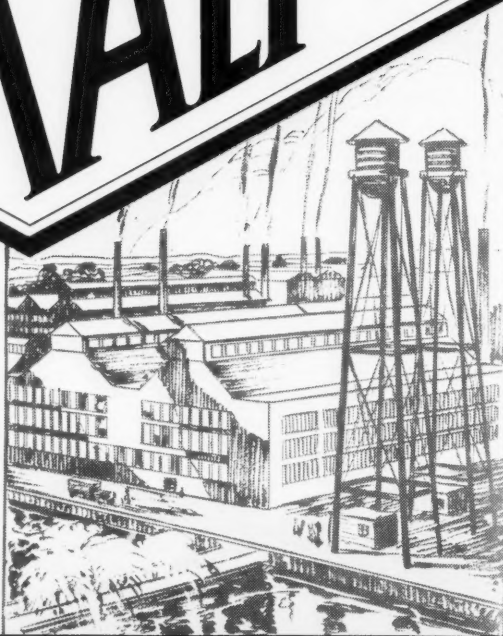


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MANY years of unremitting manufacturing vigilance has built up the national reputation and the national consumer acceptance which Diamond Brand Alkalies enjoy today—the Diamond trade mark has become symbolic of quality among users everywhere.

Naturally we are ever zealous in maintaining this high regard—a confidence which we consider priceless and which daily finds expression in the very highest quality alkalies that a great, modern plant can produce.



Diamond Alkali Company
PITTSBURGH PENNA.

Say you saw it in SOAP!

Lever Storage Plant Changes Hands

The storage and barging facilities of Lever Bros. Co., at Edgewater, N. J., are to be turned over to Harbor Tank Storage Co., of New York, and added to that company's extensive facilities for storage of vegetable oils in the State of New Jersey. These include storage space at Weehawken and Gutenberg, N. J., and additional space at Edgewater, originally acquired from Penick & Ford. The Lever plant includes sixteen storage tanks ranging in capacity from 500 tons to 1,200 tons each. In addition to railroad facilities the plant has docking and barging facilities permitting rapid unloading of ocean-going tankers. It is also completely equipped with Harper scales.

Molasses, cottonseed oil, fish and animal oils will probably be stored at the Edgewater plant in addition to vegetable oils, but the company has been particularly active recently in handling large quantities of peanut oil through this port, the oil being bonded in tanks for shipment to Toronto, Canada. A building formerly occupied by the Lever interests is understood to be included in the Edgewater deal, but whether the properties were turned over to Harbor Tank Storage under a leasing arrangement could not be ascertained.

* — *

Ordinary soap in blocks imported into Peru by the Fabrica de Tejidos de Santa Catalina for washing wool, will be admitted at 10% ad valorem under rule 46 of the tariff according to a recent Supreme Resolution. Conditions of the regulation provide that the soap be imported in quantities of more than 500 kilograms, and that reduction in tariff shall apply only during such time as there is no domestic production of this article. The United States supplies a great part of the Peruvian requirements for low priced soaps.

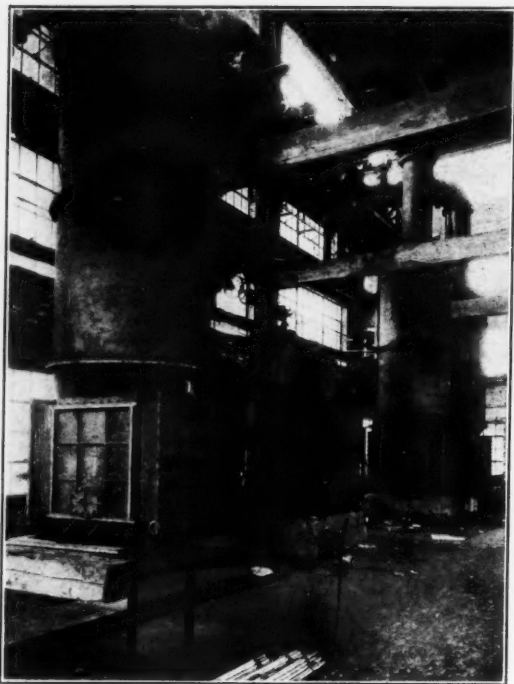
* — *

A resolution reclassifying the standards of first grade soap that can be sold in New Zealand and the labeling of soaps claimed to be disinfectants, germicides or antiseptics, has been issued by this country in amendment to the New Zealand Sale of Food & Drugs Act of 1908. The division of Foreign tariffs of the United States Department of Commerce is prepared to furnish details of the regulations and standards to interested American concerns.

Issue Kirkman Merger Stock

The proposed acquisition of Kirkman & Son by Colgate-Palmolive-Peet Co., which was reported in the last issue of *Soap*, became a certainty when it was revealed late last month that the New York Stock Exchange had approved the Colgate request to list 31,700 additional shares of the company's 6% preferred stock to be exchanged for all the assets of the Kirkman Co. except cash and securities, not exceeding \$670,000 in value. Additional details of the merger plan call for the payment by Colgate of all the liabilities appearing on the Kirkman balance sheet of June 30, with the exception of income and franchise taxes. The shares will be issued at par of \$100, and no capital surplus or paid in surplus will result from the merger, as payment is to be made on the net tangible assets of the acquired company on the date of the acquisition, with deductions for the cash and securities retained by Kirkman.

Kirkman & Son was formed in 1837 by John Kirkman and was incorporated under the laws of New York in 1909. The company is one of the largest manufacturers of laundry soaps in the country. The Kirkman line includes laundry soaps, washing powders, cleansers, soap chips, toilet soap and glycerine. Its plant is located in Brooklyn, and will give the Colgate company a second large manufacturing plant in the metropolitan area, its present plant now being located at Jersey City. The Kirkman & Son balance sheet on June 30 showed assets totaling \$5,541,290 compared with \$5,351,860 on December 31, 1929. Cash on hand and in banks aggregated \$315,854 and marketable securities amounted to \$532,083 at cost. The net profit of the company for the year ended December 31, 1929, was \$231,121, while in the six months ended June 30, 1930, the net was \$249,454. This was due to a relative decrease in cost of sales and a gain in net sales for the period. Net sales for the year were \$6,266,216, and cost of sales was \$5,968,402, while net sales for the six months ended June 30 were \$3,267,816 and cost of sales was \$2,934,696. Land, buildings, machinery and equipment were appraised on June 30 at \$2,990,906, after a reserve for depreciation. Besides the issue of 31,700 shares of preferred stock for The Kirkman deal, the Colgate directors have approved the issue and sale from time to time of 40,000 additional shares of preferred to be



Six years ago we installed a complete CECO Criss-Cross Evaporator unit of 260 sq. ft. heating surface. The rate of evaporation being approximately 50 lb. per sq. ft. of heating surface. The unit that was displaced had approximately 400 sq. ft. of heating surface and required 24 hours to do the necessary work. The CECO unit, of about one-half the heating surface, required only six hours to do the same work.

After six years of successful operation we were given a contract to install four additional units to take care of increased production.

The company engineers who had been operating the original CECO unit claimed that tests showed greater evaporation per square foot than the guarantee. Therefore they could install CECO Criss-Cross Evaporators of a much smaller size, and practically pay for them with the saving in floor space alone. Further the original unit had required practically no maintenance expense, as the tubes had never been touched or cleaned and are in very fine condition.

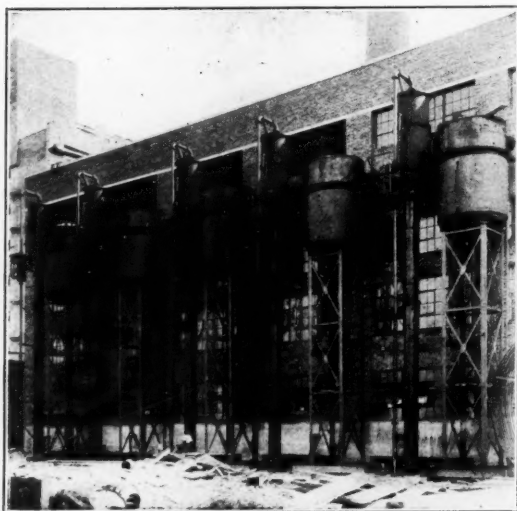


CECO Criss-Cross Evaporator Performance and Economies Dictated the Order for Four Additional Units

The illustration to the left shows an installation of four CECO Criss-Cross tube Evaporators in one of the largest soap plants in the West for the evaporation of spent soap lye and sweet water.

The new units are the very latest development, having large vapor section for the expansion of the vapors, therefore dropping out entrainment, although catch-alls are installed as a precaution. Barometric condensers, see illustration at bottom, are used with steam jet vacuum pumps to assure the very highest vacuum that can be obtained for this type of equipment.

When considering new evaporation, whether for replacement, expansion or an entirely new operation, engineers should consider CECO Criss-Cross Evaporators very carefully, as we can show considerable improvement over the older types.



Chemical Equipment Company

MONTPELIER, INDIANA

Say you saw it in SOAP!

used for general corporate purposes. The issuance of these 71,700 shares brings the total outstanding issue of preferred stock to 223,149 shares.

Shortly after it became known that the Kirkman business was to be taken over by the Colgate-Palmolive-Peet Company it was announced in Wilmington that a charter had been granted to a new corporation organized under the laws of Delaware as Kirkman & Son, Delaware, with an authorized capitalization of \$3,500,000, for taxation purposes.

Opportunities for Export

The following opportunities for export of American soaps and allied products have come to the Bureau of Foreign and Domestic Commerce, Washington, D. C. American manufacturers can secure the full details of the inquiries by communicating with the Bureau, care of the Department of Commerce. Be sure to mention the number of the Foreign Trade Opportunity in writing.

47,470	Tallow for soap manufacture	Haiti	Purchase
47,483	Toilet preparations.....	India	Agency
47,503	Toilet preparations.....	France	Agency
47,619	Household insecticides and toilet preparations	Brazil	Agency
47,647	Essential oils	New Zealand	Purchase
47,699	Toilet preparations.....	Germany	Agency

Freight rates on household ammonia throughout the United States are questioned in a complaint filed with Interstate Commerce Commission by the Old Witch Company, New York. The freight rates now are second-class in less than carload lots, and fourth-class in carloads, under the classification of cleaning compounds. The rates asked are third-class in Official and Western territories, and fourth-class in Southern territory for less than carloads, and fifth-class in Official and Western territories, and sixth-class in Southern territory in carloads.

At a recent meeting of representatives of seventeen leading tube manufacturers at the Advertising Club of New York, the following committee was appointed to investigate costs and other matters connected with the manufacture and sale of tubes: Frank J. Lynch, Sun Tube Corp.; L. Muscat, Victor Metal Products Co.; Frederic Remington, Peerless Tube Co.; H. S. Darlington, A. H. Wirz, Inc.; and Stanley M. Rumbough, White Metal Mfg. Co.

Refined Glycerine Imports Higher

Imports of refined glycerine into United States during July, 1930, totaled 220,495 lbs., worth \$20,162, as compared with 124,759 lbs. valued at \$10,587, in June. Imports of crude glycerine were slightly higher also, totalling 963,722 lbs., worth \$56,410.

The following figures give in pounds the imports of glycerine into United States over a period of years:

	Refined	Crude
1923	585,792	14,548,660
1924	1,500,644	14,427,054
1925	2,059,565	19,248,695
1926	10,732,246	27,701,142
1927	8,268,071	14,784,615
1928	4,287,587	4,501,727
1929	5,493,421	14,488,676
Jan.-July, 1930	1,153,945	5,530,235

The Legislature of South Rhodesia has recently acted to prevent the manufacture, importation and sale of low grade soap. Restrictions are set up in Act No. 34 of 1930 which provide that soap for household, laundry or toilet purposes must contain at least 45% of fatty acids of which no more than one-third may be rosin acids. The minimum for soft soap is 35%, with the same rosin restriction. It is further provided that not more than 0.25% of free caustic alkali may be present in household, laundry or toilet soap, and not more than 0.75% in soft soap.

Readjustment of carload freight rates on inedible tallow and grease from the Missouri Valley to Chicago is asked in a complaint filed with the Interstate Commerce Commission by the Chamber of Commerce of Lincoln, Nebr., alleging that the rates are now discriminatory against Lincoln and preferential to Omaha, Nebraska City, St. Joseph, and Kansas City.

United States imported 298,571 lbs. of Castile soap valued at \$26,664, in July, 1930, as compared with 285,375 lbs., worth \$31,157, in July, 1929. Additional imports of 123,117 lbs. of toilet soap, valued at \$35,708, were also reported, as compared with 195,972 lbs., worth \$61,622, in the same month last year. All other soaps imported totaled 96,658 lbs., worth \$12,402, as against 102,849 lbs., valued at \$15,130, last year.

BORONIA

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Comparative Security Prices

PRICES of stocks of soap, chemical insecticide, and allied companies as quoted on the New York Stock Exchange, Curb Exchange, other exchanges and over-the-counter, are given in the following table. This table of prices is compiled monthly for *Soap* by a representative of one of the oldest and best-known brokerage houses in New York.

	High 1930	Low 1930	Sept. 1 1930	Oct. 1 1930
Allied Chem.	343	232	271½	242
Amer. Agric.	103½	2	5¼	3
Amer. Cyan. "B"	37	12	19½	13¾
Armour of Ill. "A"	81½	3¾	5½	4¼
Bon Ami "A"	78	68	70¼	68
Brillo	16½	7	7	7½
Colgate, P. P.	67½	50	59½	55¾
Corn Prod.	113½	78½	94¾	82½
Dow Chem.	100	65	70	63
Drug, Inc.	87½	67	82½	78
Du Pont	145¼	95¾	118	108
Glidden	38	13	16	14¾
Gold Dust	47½	34½	42¼	37¾
Gulf Oil	166½	98	119½	100½
Heyden	23	10	12	10
Intl. Agric.	8½	3½	6¼	3½
Lehn & Fink	36	22¼	27	23¾
Mathieson	51¾	32¾	42¼	37¾
McKesson & Robt.	37¾	14¾	17¾	14½
Monsanto	63¼	30¼	47	32½
Newport "A"	85	45	49¾	53
Procter & Gamble	78¾	52½	75¾	70
Shell Union	25½	11	14½	11½
Sherwin Williams	85	71	72	76
Sinclair	32	15¾	21½	17¾
Standard Oil of Cal.	75	54¼	60¾	57½
Standard Oil of Ind.	59¾	43¾	49½	45¾
Standard Oil of N. J.	84¾	57¾	70¾	60¾
Standard Oil of Ohio	108½	64¾	76¾	64¾
Swift & Co.	34½	28	30½	28½
Union Carb.	106¾	60¾	79¾	70¾
Westvaco Chlorine	59½	30	40¼	32¼
Wilson & Co.	7¾	2½	3¾	2½

Lambert Pharmacal Co., St. Louis, awarded quantity of Listerine tooth paste for Fort Sam Houston quartermaster at 14.25c. Barton Mfg. Co., St. Louis, awarded quantity of black shoe polish at 26.667c; quantity of cordovan polish at 26.667c. James S. Mason & Co., Upper Darby, Pa., awarded quantity of russet shoe polish at 5.5c.

Exports of toilet and fancy soap from United States during July, 1930, had a total value of \$86,102, with China, the largest buyer, taking products valued at \$12,822.

Col. Procter Sounds Optimistic Note

In addressing stockholders of Procter & Gamble Co. at their annual meeting held in Cincinnati, October 8, Colonel William Cooper Procter, president of the company, heralded the return of general business to normalcy, and spoke very optimistically of the current position of Procter & Gamble Co. He said, in part:

"Our business for the first three months of the fiscal year beginning July 1, 1930, has been in excess of the same period last year from the standpoint of both tonnage and earnings, and we have every reason to feel that this level will be maintained.

"Our warehouse stocks, which have been of necessity above normal due to the continued operation of our plants under the guaranteed employment policy, while we were passing through the period of depression, are rapidly being reduced and will be normal or below normal by January 1, 1931.

"Our plan for guaranteed employment has been through a very severe test during the past several months, but it has proved entirely satisfactory from every angle."

Colonel Procter further stated that the new Baltimore plant is now in operation and that construction work on the Long Beach, Calif., plant is rapidly progressing. In speaking of the recent foreign acquisition of the company through its purchase of the controlling interest in the firm of Thomas Hedley & Co., the largest independent soap manufacturer in Great Britain, Col. Procter said that this move had a very important significance because it forms a nucleus of a broad expansion program on the European Continent in both soaps and cooking fats, and that it would give them an opportunity to establish in England the fundamental advertising and merchandising policies which have been so productive in this country.

McKesson & Robbins, Inc., earned a net profit of \$1,409,116, after depreciation, interest, federal taxes and minority interests, during the first six months of 1930. This was equal, after preferred dividends, to 61c a share on 1,072,728 shares of common stock. This compares with \$1.962,933, or \$1.50 a share on 859,870 common shares in the first half of 1929. A quarterly dividend of 25c a share on the common stock has recently been declared, payable September 15 to holders of record September 5. This places the stock on a \$1 annual basis as against \$2 previously.

“
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”

IT is a manufacturing axiom that Deodorants, Disinfectants and Insecticides are only as good as their base. Niagara Para gives the assurance of dependable strength.



Niagara Para is an always pure product. It should be used to give your production the superiority that wins trade and consumer preference.

Investigate the advantages of Niagara Para, supplied in Quality Crystals.

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Say you saw it in SOAP!

CHICAGO NEWS

THE Chicago Perfumery, Soap and Extract Association held its first October meeting on Wednesday, October first, and the members listened to an address by Colonel Sydney Story, member of the U. S. Shipping Board, whose subject was "Bringing the Ocean to the Middle West." During the business meeting, a special sub-committee was appointed to assist Chairman Frank H. Pettie in planning entertainment for the Associations annual fall banquet, which will be held at the Edgewater Beach Hotel on Thursday, December 4th. This new Banquet committee consists of Harold E. Lancaster, of Marshall Field & Co.; Donald M. Clark, of Franco American Hygienic Co.; Joseph Gauer, of Fritzsche Brothers, Inc.; George Lueders, of George Lueders & Co.; and Joseph De Lorme, of Riviera Products Co. Requests for contributions for the souvenir gift bags, a distinctive feature of the banquets, will be sent out immediately, and it is expected that those who so generously cooperated last year and in years previous will again participate in this unique feature which combines advertising with a graceful gesture of courtesy. Chairman Paul H. Pettit opened the fall bowling season on the evening of Wednesday, October 1st, at the Elks Club and gatherings will assemble each Wednesday hereafter. A tournament is in early prospect.

The United Exhibitors, formerly known as the Loop Merchandise Mart, at 9 West Washington Street, formally opened its Cosmetic Department to the public during the week of September 15-20. Miss Frances Martell, who is secretary of the American Association of Cosmeticians and Hair Artists, was placed in charge of the exhibits and arranged a program of demonstrations which were put on hourly from 11 A. M. until 10 P. M. each day in the week. Facials, shampoos, hair waving and all the other phases of the beauty culture profession were demonstrated. Thousands of beauty shop owners and operators from all the middle western states visited the exhibition as well as many professional women, club women, business girls and housewives. Fifteen min-

ute radio talks every morning of the preceding as well as the opening week constituted a national announcement of the new beauty center. A complete resume of the events of the week was offered through a series of motion pictures on Friday evening. Miss Martell plans to have regular programs of demonstrations as monthly and weekly features and this, it is felt, will soon give the establishment national significance as a beauty culture center. Prominent among the exhibitors who have thus far taken space are: Francois Marcel, Ruth D. Maurer Corporation, The Murine Company, Inc., I. Leon Permanent Waving Machines, Duart Permanent Wave Co., Kiss-proof, Inc., Princess Pat, Ltd., Jean Wallace Butler Laboratories, P. D. Q. Nail Polish, Nestle Le Mur Co., and Nannette, Inc.

The new Chicago Merchandise Mart is now nearly filled with tenants who are finding this vast "city within four walls" a merchandising project fully as satisfying as it is ambitious. Manufacturers are grouped as nearly as possible according to convenient general classifications, those of the cosmetic and allied trades occupying, for the most part, the eleventh floor. Those who are already established include: Lever Bros. Soap Co.; Carr Lowery Glass Co.; Compact Perfume Co.; The U. S. Standard Co.; Allen B. Wrisley Co.; Rumford Chemical Works; and Zephyr Zweet Products Co. The Marshall Field Cosmetic Laboratories are established on the seventh floor of the Marshall Field & Co. section.

New decorations and facilities have been installed by J. L. Sinykin in his reconstruction of the quarters occupied by the Cinderella Company, of St. Paul, Minn. Frederick Christ, formerly of Frederick Stearns & Co., was recently retained as chief chemist.

Jacques Riedweg, of the Paris office of L. Givaudan et Cie, stopped in Chicago at the office of Dudley Lum, of Givaudan-Delawanna, Inc., before starting the extensive tour of investigation which will carry him throughout the Orient and most of Europe.

E. L. King, of the J. R. Watkins Company, Winona, Minn., embarked for Europe together with Mrs. King and Mary King Boalt, during the first week in October.



SAPOFIXIN

— ♦ —
We invite you to try our Sapofixins
in your Soaps as reinforcers.

— ♦ —
Sapofixin Eau de Cologne
Sapofixin Hyacinth
Sapofixin Lavender
Sapofixin Lilac
Sapofixin Lily of the Valley
Sapofixin Orange
Sapofixin Pine
Sapofixin Rose
Sapofixin Violet



HEINE & CO. NEW YORK

TELEPHONE BEEKMAN 1535

52-54 CLIFF STREET

Sole Distributors for HEINE & Co., A. G., Leipzig
in the United States and Canada

Say you saw it in SOAP!

PERSONAL and IMPERSONAL

Warning has been issued against a man giving the name of Leroy Jordan who claims to have worked for the Emmo Products Co. as a salesman, and who, according to Alfred G. Cronmeyer, hand soap manufacturer, took \$30 advance against commissions and was never heard from by him after that.

Major F. de M. Tubman, general manager and director of sales of Buhler Brothers, London, manufacturers of soap mills in Switzerland, arrived in the United States Sept. 15 to remain until Nov. 1 during which time he will visit various soap, ink, and other plants throughout the country using Buhler mills.

Annette's Perfect Cleaner Co., Boston, recently appointed Clancey Sales Co., 419 S. St. Paul St., Dallas, as sales representatives in the southwest territory for its products.

H. A. Javins, head of Klenzit Laboratory at Elk Grove, near Sacramento, Cal., is now manufacturing and distributing a new soap powder manufactured from rice hulls, coconut palm oil and olive oil. The new cleansing product has been made on an experimental scale for the past two years and it is now planned to engage in the conversion of the thousands of tons of rice hulls which annually go to waste in the Sacramento Valley rice mills. The laboratory is to be moved into a new building, to be erected near the Capital Rice Mills, Sacramento.

Edward R. Barton, formerly secretary and general manager of B. T. Babbitt Co., died unexpectedly in Worcester, Mass., September 17 at the age of eighty-three. He retired from the Babbitt company in 1907 after thirty-five years with the company. Mr. Barton's home was in Englewood, N. J. He is survived by a son and two daughters.

The annual bowling tournament of the Wholesale Drug Trade Bowling Association of New York began with a preliminary meet-

ing of the clubs at the Colgate Alleys in Jersey City on Oct. 1. The tournament last year was won by Colgate-Palmolive-Peet team from Jersey City. Frank Zachmann of E. R. Squibb & Sons, and George A. Bode of Roessler & Hasslacher Chemical Co. are in charge of the thirty-eighth annual tournament this year.

Union Soaps, Ltd., has recently been organized in Sydney, Australia, by Australian Soaps, Ltd., and Hackshalls, Ltd., biscuit manufacturers, to manufacture laundry and household soap for the island trade of Fiji, Tonga, Western Samoa and other island groups. The new company has acquired the Pacific Oil Mills, Ltd., of Suva, operating a soap factory and a crushing plant for the production of coconut oil.

George B. Wilson, retired president of Globe Soap Co., died recently at his summer home at Oak Bluffs, Miss., at the age of sixty-five. His permanent home was in Cincinnati where the Globe Soap Co., recently acquired by Procter & Gamble Co., was located. Mr. Wilson's death resulted from a heart attack. He is survived by a widow, two daughters and a brother.

Procter & Gamble Distributing Co., Cincinnati, recently filed with Federal Trade Commission a complaint attacking freight rates on soap, lard substitute, oils and other commodities shipped from Cincinnati to Kansas City.

Roscoe C. Edlund, manager of the Association of American Soap & Glycerine Producers, was chairman of the program committee of the Association of American Trade Association Executives which held its annual convention at Niagara Falls, Ont.

American Products Co., Cincinnati, has omitted its regular quarterly dividend of 50¢ a share as a move to conserve the assets of the company.

WHEN IT COMES to supplying the soapmaker

with perfume materials, we are in position to furnish
the highest quality merchandise at interesting prices.

When Again in the Market for

Oil Rosemary Spanish
Oil Thyme Red and White
Oil Lavender Flowers French
Oil Vetivert Bourbon and Java
Oil Geranium Bourbon and African

Write Us for Prices.

All Products of

Bertrand Freres, S. A.

GRASSE

FRANCE

Sole Representative U. S. and Canada

P. R. DREYER INC.

26 CLIFF STREET

NEW YORK

Agent for

PAOLO VILARDI
Reggio Calabria, Italy
Essential Oils

H. RAAB & CO.
Roermond, Holland
Artificial Musks

VANILLIN FABRIK
Hamburg, Germany
Aromatic Chemicals

Procter & Gamble Co. recently awarded to Consolidated Steel Corp. of Los Angeles the contract for construction of the steel frame for the new P. and G. plant at Long Beach. The bid was approximately \$150,000. Work is to be completed not later than December 3.

A memorial paid for by contributions from all the employees of Lever Bros. Ltd., was recently dedicated to Lord Leverhulme, founder and first chairman of the company. It was unveiled at Port Sunlight by Thomas Peacock, an employee who served for over forty-three years with Lord Leverhulme.

Emile Beauvais, of Emile, Inc., Washington, was recently elected president of National Hairdressers & Cosmetologists Association at the tenth annual convention of that body held in the Mayflower Hotel, Washington.

Pacific Soap Co., 6830 McKinley Ave., Los Angeles, plans construction of a three-story manufacturing plant to be devoted partly to the manufacture of insecticides. Eugene Schuck, formerly with Nassour Bros., Los Angeles, is technical manager and vice-president of the company.

John E. Kraseman, general traffic manager of Colgate-Palmolive-Peet Co., died recently in Milwaukee at the age of 43 following an operation for appendicitis. Mr. Kraseman was first connected with the traffic department of B. J. Johnson Co., 15 years ago, this later becoming the Palmolive Co. He is survived by his wife, a daughter and two sons.

New employee directors of Procter & Gamble Co. are Harry E. Jordan, machinist, Fred Moratti, frame foreman, and John M. Cain, pipe fitter. They will serve for a term of one year, replacing Frank E. Goodlander, Charles C. Behme and William J. Cooper.

Los Angeles Soap Co. recently contracted for a five-story addition to its Los Angeles plant. When fully equipped the cost of the addition will be about \$200,000. Present factory facilities occupy more than twenty acres.

Parfumerie Coudray, New York, is now offering to the American market perfumes and toilet preparations made by its Paris principal.

Sudglo Soap Co., Ltd., is the name of a new English soap manufacturing concern located at 30 Duke Street, Piccadilly, London, S. W. 1. The nominal capital of the business is £100.

Franks Chemical Products Co., Brooklyn, stearates, recently relocated its offices in the Bush Terminal building where the company has been located since its formation seven years ago. The capacity of the plant has been doubled, and processes for making stearates have been improved.

The engagement of Miss Ruth Godfrey to Ralph Houghton Tucker, assistant manager of the Detroit branch of Lever Bros. Co., has recently been announced. The wedding is to take place in December.

George S. Davis, who retired twenty-five years ago from Parke, Davis & Co., Detroit, died at his Detroit home October 1 at the age of eighty-five. He was one of the founders of the company, and at the time of his retirement was secretary and general manager.

John ter Veer, secretary of Polak's Frutal Works, Inc., New York, with Mrs. ter Veer, recently returned from a three months trip to Belgium, France, Germany, Holland and England on the *Nieu Amsterdam*. While abroad Mr. ter Veer visited the works of his principals at Amersfoort, Holland.

Alsop Engineering Company of 39 West 60th St., New York City, manufacturers of Alsop "Hy-Speed" liquid processing equipment, has received its charter as a New York State corporation under the name of the Alsop Engineering Corporation. The new officers of the corporation are: Samuel Alsop, president; Walter W. Freystedt, vice-president; Charles E. Crowley, treasurer; B. E. Alsop, secretary. All of these officials have been connected with the Alsop Company for many years. Alsop products include "Hy-Speed" portable electric mixers, internal pressure filters, vacuum electric bottle-fillers, portable electric transfer pumps, water filters, and "Alsop" glass lined mixing and storage tanks. A new, illustrated catalogue of all Alsop "Hy-Speed" equipment is now on the press.

TREAT YOUR OILS RIGHT!

DARCO, the Quality Carbon, in your bleaching operations, to adsorb the troublesome colors and impurities, will remove all doubt concerning the superiority of the final product.

TREAT YOUR OILS AND FATS WITH DARCO!

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*A Free Sample will
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Say you saw it in SOAP!

SOAP CHEMISTS' SECTION

(Official Publication, SOAP SECTION, American Oil Chemists' Society)

Soap Chemists Meet Nov. 13

The first day of the two-day meeting of the American Oil Chemists' Society at the Congress Hotel, Chicago, November 13 and 14, will be given over to discussions and papers by members of the Soap Section. The initial session will be confined to the chemistry of soap and glycerine and other technical matters of the soap industry. The second day of the meeting, Nov. 14, will consist of general technical discussion and papers on oils, fats, waxes, and kindred products. In connection with the fall meeting this year, there will be an exhibit of chemical equipment and apparatus. Plans are being made by some members and guests who will attend to stay over for the football games on Nov. 15 in Chicago, where Chicago will play Illinois, and Northwestern will play Wisconsin. The committee in charge of arrangements includes J. J. Vollersten, A. W. Putland, L. M. Tolman, J. P. Harris, A. E. King and M. L. Sheely. Archibald Campbell of Cincinnati, chairman of the Soap Section, will preside at the first day's sessions, and W. H. Irwin, president of the American Oil Chemists' Society, will preside on the second day.

Oil Chemists to Bowl

THE arrangements committee for the American Oil Chemists Society, Mid-Year Convention, which will be held at Chicago, November 13th and 14th at the Congress Hotel, consisting of J. J. Vollersten, Chairman, L. M. Tolman, W. H. Irwin, A. E. King, A. W. Putland and J. P. Harris, has announced a new entertainment feature consisting of a Bowling Tournament for the evening of November 13th. Five fine alleys on the Roof Garden of the Stevens Hotel have already been reserved for Thursday evening, 8 P. M. for this event. Several five-man teams have already entered and additional teams can be accommodated.

The Trophy Cup donated by the Industrial Chemical Sales Co. for this event is shown

and there will also be a prize for the highest three games rolled in competition, whether as member of a team or as an individual entry. This event will just be a sociable, old time bowling get-together. Bowlers will be asked to observe the foul line, but if anyone slides



Championship bowling trophy to be awarded at the tournament to be held in connection with the meeting of the American Oil Chemists Society in Chicago, November 13 and 14.

a few inches past it, nobody will worry, says J. P. Harris. At least one prize will be awarded on a "ghost" handicap, so that the bowler appearing on the alleys for the first time will have a good chance of winning. J. P. Harris, 205 W. Wacker Drive, Chicago, who is in charge of Bowling arrangements, says, "Snap into it and send in your reservations so that we can provide plenty of alleys to accommodate the crowd. Don't miss this party. It is going to be too good."

Soap Perfume Oils

Produced by

ROURE-BERTRAND FILS

LARAGNE (FRANCE) GRASSE BOUFARIK (ALGERIA)

Geranium African

Geranium Bourbon

Lavender Fleurs

Vetivert Bourbon

Petit Grain, South American

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As sole agents, in the U. S. and Canada, for Roure-Bertrand Fils, long a primary source of supply for these highly important Soap Perfume Oils, we invite comparison of these oils with those you are now using.

GEORGE SILVER IMPORT CO.

461-463 FOURTH AVENUE
NEW YORK CITY

Say you saw it in SOAP!

ON PRODUCTS AND PROCESSES

The presence of unsaturated fatty acids in soap is said to produce soap sweat or ase upon oxidation. The inferior degumming power of the sweat has been traced to a lower degree of hydrolysis. *Am. Silk J.* 49,65-7 (1930).

It is said that the use of small quantities of fat solvents such as carbon tetrachloride or benzene as additions to the suds in a power-driven wash-wheel does not facilitate the removal of mineral oil. However, when fat-free samples of cloth were washed in an emulsion of oil in soapy water, less oil was absorbed when a little fat solvent was added. *Melliand Textilber.* 10,963-4 (1929).

Wetting, cleansing and dispersing agents are composed of condensation products of fatty acids of high molecular weight and aliphatic, aromatic, hydroaromatic or heterocyclic amines or their derivatives or substitution products, along with soap or soapy substances such as Turkey red oil or sulfonic acids. *Fr. Pat. No. 682,227.*

A mixture which is said to be suitable for cleaning plumbing fixtures consists of a chloride, such as sodium or potassium chloride, 48 parts, sodium bisulfate 48 parts, barium peroxide 2 parts, and a substance such as corn starch serving to prevent lumping and consolidation, 2 parts. *U. S. Pat. No. 1,767,528.*

In the manufacture of a cleaning composition, when casein is heated with an aqueous solution of phosphoric acid, an alkali phosphate and glycerol, and the product mixed with hydrocarbons such as benzine, tetralin or turpentine, a pasty emulsion which can be diluted with water or organic solvents is obtained. *Austrian Pat. No. 117,846.*

Sulfonated oil soaps and soaps containing sulfite-cellulose waste, pyridine salts of naphthalenesulfonic acids and oil solvents such as carbon tetrachloride, turpentine, etc., are said to be useful in the textile industry in keeping

the calcium soaps of hard water in a finely divided suspension, thereby preventing the lodging of precipitated calcium soaps upon the fibers. *Seifensieder-Ztg.* 57,495-6 (1930)

A patented shaving soap is formed from triple pressed stearic acid 53.6 parts, coconut oil 17.8 parts, caustic soda 14.3 parts, caustic potash 14.3 parts and borax one half part. *U. S. Pat. 1,771,707.*

A patented scouring soap powder is formed by admixture of a vegetable oil such as coconut oil with an equivalent quantity of 38° Be. caustic soda solution, together with a "neutral soda" containing soda ash, bicarbonate of soda and volcanic ash. *U. S. Pat. No. 1,770,429.*

In the aging of curd soap, the concentration of sodium carbonate increases, while that of caustic soda decreases. The free fat also decreases. *Seifensieder-Ztg.* 57,423-5 (1930)

Apparatus designed to permit the measurement of the foam volume of soap solutions consists essentially of an aspirator bottle connected with a foaming tube immersed in the soap solution. Five hundred cc. of water are allowed to flow from the bottle in thirty seconds, thus drawing air through the solution. The foaming power varies with the concentration of the soap, there being two maxima, one at a concentration of 0.2-0.5% and the other at 0.8-0.9%. Temperature has little effect upon the position of these maxima. Solutions of the sodium soaps of castor oil fatty acids foam very little, even when heated. Addition of soda ash raises the foaming power of castor oil or rosin soaps. *Maslob Zhiron: Delo, No. 2 (55), 40-4 (1930).*

The direct determination of oil in oil-water-soap emulsions by the usual Babcock method may be accomplished by the addition of three cc. of phenol solution to the sample, which addition breaks the emulsion and permits direct reading of the oil percentage. *Ind. Eng. Chem. Anal. Ed.* 2,265 (1930).



“Can’t we improve our package?”

The man who raises the question, “Can’t we improve our package?” is on the right track to better sales.

In toilet soap, especially, perfection in wrapping is essential. Women judge a soap by the way it is wrapped. Quality must be conveyed by neat, smooth, perfect wrapping.

We have the machine that produces this kind of sales-winning wrapping—a machine that is becoming *standard equipment* in America’s leading factories.

This machine wraps the soap in an inner wrapper of glassine, folds a piece of cardboard around the cake, and encloses the whole in a printed wrapper with gummed flaps. It has a speed of 150 cakes per minute—the highest speed ever attained in soap wrapping.

We will be glad to assist you in solving any of your wrapping problems. Get in touch with our nearest office.

PACKAGE MACHINERY COMPANY

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New York

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Los Angeles

London: Baker Perkins, Ltd.



PACKAGE MACHINERY COMPANY

Over 150 Million Packages per day are wrapped on our Machines

Say you saw it in SOAP!

CONTRACTS AWARDED

Colgate-Palmolive-Peet Co., Chicago, was recently awarded the contract for 90,000 lbs. issue soap for Fort Sam Houston quartermaster at 4.23c lb.

E. W. Kirkland, San Antonio, was recently awarded the contract for 10,000 cans lye for Fort Sam Houston quartermaster at 6.1c. Cavanagh Bros. & Co., New York, awarded 3,700 cakes stove polish at 4.32c.

Newell-Gutradt Co., San Francisco, was low bidder on 30,000 lbs. of salt-water soap for Panama Canal with a bid of \$1,035. S. Weinstein Supply Co., New York, was low on 5,000 gals. of creosote oil with a bid of \$969. Naval Stores Corp., New York, bid low on 500 gals. pine tar oil with \$125. B. T. Babbitt, Inc., Washington, was low bidder on 10,000 lbs. caustic soda with a \$600 bid.

Windsor Soap Co. was recently awarded 10,000 cakes white floating for Philadelphia army engineer corps at \$656. William Barnett & Sons, Philadelphia, awarded 12 dozen cakes Bon Ami at \$10.85.

Leeno Products Co. was low bidder on 100 gals. of fly spray in a recent Washington treasury department bidding, with a quotation of \$95, according to *U. S. Government Advertiser*. National Soap Co. bid low on 6 bbls. of dishwashing compound with a price of \$55.44.

Eli Lilly & Co. was recently awarded the contract for 1,100 bottles of liniment soap for Washington veterans' bureau at \$235.40.

Stevens Soap Corp., Brooklyn, was recently awarded the contract for 200 11½-oz. cakes of type B grit soap for Maxwell Field at a price of 3.1c; 500 cakes for Fort McClellan at 3.1c; 500 cakes for Fort Oglethorpe at 3.1c. United States Soap Co., Cincinnati, awarded 400 cakes of grit soap for Jefferson Barracks at 3c; 400 cakes for Fort Crook at 3.1c; 600

cakes for Fort Leavenworth at 3.1c; 200 cakes for Fort Omaha at 3.1c; 600 cakes for Fort Riley at 3.3c. Franklin, Mac Veagh & Co., Chicago, awarded 200 cakes grit soap for Fort Robinson at 4.07c; 100 cakes for Fort Logan at 3.99c.

Armour & Co., Chicago, was recently awarded the contract for 600 lbs. of laundry soap for Jeffersonville at 4.15c; 1,200 lbs. for Camp Knox at 4.21c; 4,200 lbs. for Fort Thomas at 4.11c; 600 lbs. for Scott Field at 4.11c; 3,240 lbs. for Fort Crook at 4.31c. Procter & Gamble Distr. Co., St. Louis, was awarded the contract for 300 lbs. of laundry soap for Hot Springs at 4.6c; also awarded 500 cakes of white floating toilet soap for Scott Field at 6.3c. Windsor Soap Co., Washington, awarded 500 6-oz. cakes white floating toilet soap for Fort McClellan at 3.1c; also 24,000 cakes for St. Louis Medical Depot at 3.1c. Bevier & Co., New York, was awarded 1,200 cakes white floating toilet soap for Jefferson Barracks at 6.3c; 7,500 cakes for Fort Sill at 6.8c; and 1,400 cakes for Fort Francis E. Warren at 7c.

Collins Co., San Antonio, Texas, was recently awarded the contract for a quantity of Camay toilet soap for Fort Sam Houston Quartermaster at 5.97c; also quantity of Lux toilet soap at 7.1c; also quantity of Woodbury's toilet soap at 18c; quantity of Lifebuoy toilet soap at 6.17c. Gold Dust Corp., New York, awarded quantity of Gold Dust washing powder at 22c. Swift & Co., San Antonio, awarded quantity of Pride washing powder at 10.62c; quantity of wool soap at 3.41c; quantity of Maxine Elliott toilet soap at 4.79c.

J. Wrench, sales manager of Industrial Chemical Sales Co., New York, left October 4 for an extended trip through the South and Pacific coast territory. During his trip Mr. Wrench will visit the distribution centers of the company and the Chicago office.

LAVENDER

Modern methods of distillation and extraction have markedly improved the quality of Lavender Flower Oils as typified by the highly prized Barreme Oils in which we specialize.

Price levels, moreover, are unusually low, lower than for many years. Now is an advantageous time to purchase or contract for future requirements.

We are headquarters for the following varieties:—

LIQUID ABSOLUTE ESSENCE OF LAVENDER, BARREME

SOLID CONCRETE OF LAVENDER, BARREME

*OIL LAVENDER FLOWERS, BARREME,
containing 50% Natural Ester*

*OIL LAVENDER FLOWERS, BARREME,
containing 35% Natural Ester*

*OIL LAVENDER FLOWERS, NO. 1 U.S.P. X,
EXTRA
containing 32% Natural Ester*

*OIL LAVENDER FLOWERS, U.S.P. X,
containing 30% Natural Ester*

OIL LAVENDER FLOWERS, MITCHAM

*OIL LAVENDER FLOWERS, TERPENELESS
(Twice Concentrated)*

*OIL SPIKE LAVENDER, SPANISH, EXTRA
FINE QUALITY*

OIL SPIKE LAVENDER, SPANISH

fritzsche brothers inc

78-80-82-84 BEEKMAN STREET

New York, N. Y.

Proprietors of
PARFUMERIES De SEILLANS
Seillans, France

Sole Agents in the
United States and Canada for
SCHIMMEL & CO.
Miltitz (Near Leipzig) Germany



Say you saw it in SOAP!

RECORD OF TRADE-MARKS

The following trademarks were published in the September issues of the *Official Gazette* of the United States Patent Office in compliance with Section 6 of the Act of September 20, 1905, as amended March 2, 1907. Notice of opposition must be filed within thirty days of publication. As provided by Section 14, fee of ten dollars must accompany each notice of opposition.

Trade Marks Filed

Plough's—This on circular reverse plate, describing toilet soap. Filed by Plough, Inc., Memphis, July 14, 1930. Claims use since Jan. 8, 1913.

Perol—This in solid letters describing insecticide. Filed by Perolin Co. of America, Chicago, June 26, 1930. Claims use since June 1, 1930.

Hexsol—This in solid letters describing disinfectants, cleansers, antiseptics and deodorants. Filed by Tar Products Corp., Providence, R. I., July 2, 1930. Claims use since July 2, 1929.

Sprayo—This in solid letters describing insecticides. Filed by Sprayit Products, Inc., South Bend, Ind., July 7, 1930. Claims use since June 18, 1930.

Palestine—This in solid letters with Hebrew characters, describing soap. Filed by Israel Davis, Lawrence, Mass., Nov. 21, 1929. Claims use since Aug. 1, 1929.

Klean Glow—This in script describing cleaning compound. Filed by United Chemical Co., Kansas City, May 23, 1930. Claims use since Mar. 30, 1930.

La Vay—This in script describing toilet soap and shampoo. Filed by La Vay Products Co., New York, June 3, 1930. Claims use since January, 1930, on soap and May, 1929, on shampoo.

Volcanite—This in solid letters with drawing of smoking volcano, describing cleaning compound. Filed by Volcanite Products Co., Okemah, Okla., July 11, 1930. Claims use since July 1, 1929.

Royal Aroma Cake—This in solid letters

describing deodorizer. Filed by Apex Products Corp., Chicago, July 7, 1930. Claims use since June 2, 1930.

Colgate's Zahnpasta—This in outline letters together with other descriptive material on carton, describing dental cream. Filed by Colgate-Palmolive-Peet Co., Chicago, July 7, 1930. Claims use since Apr. 14, 1930.

Seronex—This in solid letters describing liquid soap. Filed by W. H. & F. Jordan, Jr., Mfg. Co., Philadelphia, May 8, 1930. Claims use since July 24, 1929.

Click!—This in solid letters describing shaving cream. Filed by Sears, Roebuck & Co., Chicago, May 31, 1930. Claims use since May 15, 1930.

Nokomis—This in solid letters describing soap powder. Filed by Minneapolis Chemical Co., St. Paul, July 18, 1930. Claims use since on or about July 14, 1930.

Whisko—This in solid letters describing shaving cream. Filed by Whisko Co., Indianapolis, July 19, 1930. Claims use since July 12, 1930.

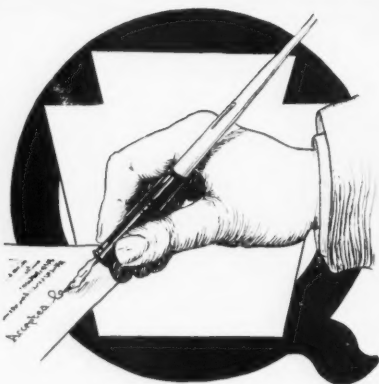
Shoe-Groom—This in solid letters describing shoe dressing and polish. Filed by Henderson Bros. Corp., Johnstown, Pa., July 30, 1930. Claims use since July 1, 1930.

Representation of a bottle describing insect repellent and deodorizer. Filed by Margo Sales Co., Philadelphia, Mar. 19, 1930. Claims use since Aug. 1, 1929.

Palmolive Shampoo—This in solid letters together with portrait of girl, describing shampoo powder. Filed by Colgate-Palmolive-Peet Co., Chicago, July 7, 1930. Claims use since Apr. 14, 1930.

Hypro—This in outline letters on solid background describing insecticides and disinfectants. Filed by Hygiene Products, Ltd., Montreal, July 15, 1930. Claims use since June 2, 1929.

Flytrite—This in broken letters describing fly spray for livestock. Filed by Milwaukee Lubricants Co., Milwaukee, Aug. 4, 1930. Claims use since May 1, 1930.



Confidence in your Silicate Purchase

WHEN you buy silicate of soda, you don't taste it, nor yet feel it. You don't buy it by smell nor sight, and silicate has no sound. How do you buy? Through confidence. Confidence that Quartz Quality Silicates will meet the required need is the tradition of the soap industry.

Look into the Quartz Quality proposal for your 1931 requirements.

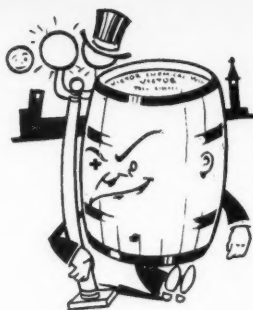
Uniform silicates delivered promptly.

Plants

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Chester, Pa.	St. Louis, Mo.
Gardenville, N. Y.	Utica, Ill.

Philadelphia Quartz Co.
General Offices and Laboratory
121 S. Third St., Philadelphia
Chicago Office: 205 W. Wacker Drive

VICTOR TSP



How dry I am...

MOURNFULLY laments Phosphate Phil—and the tragic or perhaps best part of it all is that he really means it...

Because VICTOR TRI SODIUM PHOSPHATE is dry—completely divorced from free moisture by the careful application of an ingenious drying and ageing process. No free moisture to cause caking.

The result? T. S. P. that is famous the world over for its free-flowing qualities.

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New York Nashville St. Louis

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Hyglos—This in outline letters with three tubes, describing shoe polish. Filed by Benjamin F. Brown, Philadelphia, July 12, 1930. Claims use since May 3, 1930.

Suntex—This in shaded letters describing cleaning and washing compound. Filed by Suntex Chemical Co., Philadelphia, July 16, 1930. Claims use since on or about May 3, 1930.

Griffin—This on reverse plate with figure holding shoe, describing shoe polish and cleaner. Filed by Griffin Mfg. Co., New York, July 30, 1930. Claims use since May 26, 1930.

Blue Wing—This in solid letters with two wings, describing soap flakes. Filed by Mitchell Wing Co., Cambridge, Mass., July 31, 1930. Claims use since March, 1929.

"Mosquitox"—This in solid letters describing cream for repelling mosquitos. Filed by Harris Products Co., Miami, Fla., Sept. 7, 1929. Claims use since December, 1926.

Nuzon—This in solid letters describing disinfectant and deodorizer. Filed by Odorless Disinfectants, Inc., New York, July 31, 1930. Claims use since June, 1930.

"When Thumb Meets Thumb"—This in solid letters with drawing of thumb, describing tooth paste. Filed by Joseph Zuckerman, Calexico, Cal., Aug. 9, 1930. Claims use since June 26, 1930.

Wyandotte Cherokee Cleaner—This in outline letters with picture of Indian, describing cleaning compound. Filed by J. B. Ford Co., Wyandotte, Mich., Jan. 22, 1930. Claims use since Nov. 1, 1929.

Textene—This in solid letters describing liquid soap. Filed by Francis J. Flood, Corona, N. Y., July 19, 1930. Claims use since Nov. 1, 1925.

Mazzini—This in solid letters describing laundry soap. Filed by Di Santo & Co., Duluth, July 26, 1930. Claims use since July 11, 1930.

Lur Olive—This in script describing liquid shampoo. Filed by Blanche Cervelli, San Francisco, May 27, 1930. Claims use since Jan. 1, 1930.

Muesse Polish—This in solid and shaded letters with herald blowing crumpet, describing automobile liquid polish. Filed by William Muesse, Bronx, N. Y., Aug. 7, 1930. Claims use since Mar. 28, 1930.

(Turn to Page 119)

New Patents

Conducted by

Lancaster, Allwine & Rommel

Registered Attorneys

PATENT AND TRADEMARK CAUSES

402 Ouray Building, Washington, D. C.

Complete copies of any patents or trademark registrations reported below may be obtained by sending 25c for each copy desired to Lancaster, Allwine and Rommel. Any inquiries relating to Patent or Trademark Law will also be freely answered by these attorneys.

No. 1,772,511, Sulphur Emulsion and Insecticide Containing the Same, Patented August 12, 1930, by Albert Hartzell and Frank Heidtman Lathrop, Geneva, N. Y., assignors to Walter C. O'Kane, Durham, N. H., and Paul Moore, Washington, D. C., trustees of Crop Protection Institute. The method of making sulphur emulsions which comprises dissolving sulphur in carbon disulfide, mixing an emulsifier with water, and then adding the sulphur solution to the emulsifier water mixture.

No. 1,773,102, Insecticide and Method of Making same, Patented August 19, 1930 by Charles B. Gnadinger, Minneapolis, Minnesota. A colloidal insecticide consisting of the active principle of pyrethrum flowers, a liquid water soluble ketone non-poisonous to man, and water.

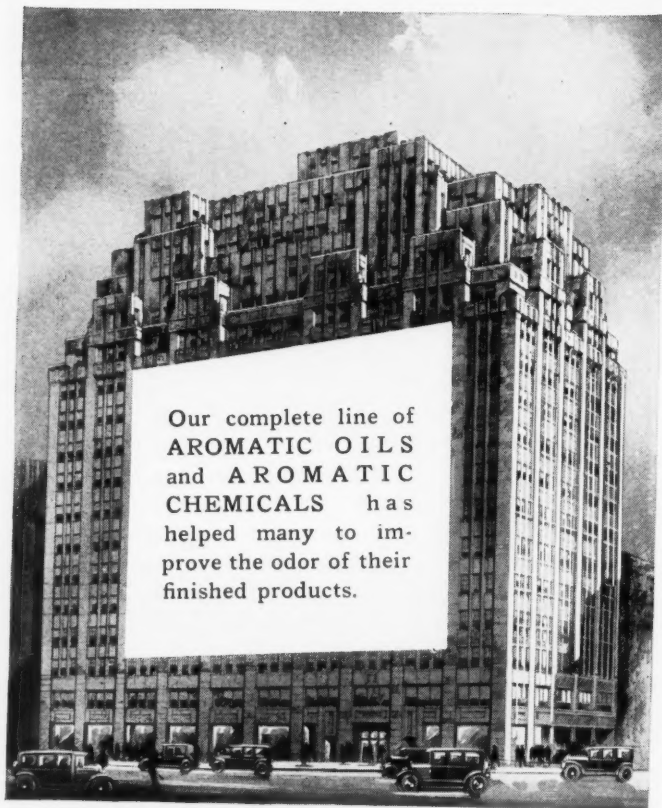
No. 1,773,123, Emulsion, Patented August 19, 1930 by Frederick W. Sullivan, Jr., Hammond, Indiana, assignor to Standard Oil Company, Whiting, Indiana, a Corporation of Indiana. An emulsifiable composition comprising hydrocarbon oil and soap of oxidized hydrocarbon wax as an emulsifying agent therefor.

Embree Mfg. Co., makers of soaps and para specialties, are now marketing a bath scenting preparation which is in the form of a liquid rather than the usual salts. One successful novelty put out by the company is their "Penny Soap" for children. Each cake contains a penny which can only be secured by using up the whole cake.

Sterling Chemical Co., Milwaukee, makers of liquid soaps, soap powders and boiler compounds, recently moved from 447-27th Street, to new and larger quarters at 15-25th Street.



**ESSENTIAL OILS
SYNTHETIC AROMATICS
COMPOUNDED PERFUME BASES**
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180 Varick Street New York City

**The integrity of the house is reflected in the quality of its products*

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Market Report on ESSENTIAL OILS AND AROMATICS

(As of October 8, 1930)

NEW YORK—The essential oil market is certainly at an extremely low level. The price of almost every item is below its average for a period of years, and in many cases prices are lower than they ever have been. It is apparent that prices cannot continue for much longer to decline as they have over the past year, for producers have been complaining that present returns are not sufficiently large to pay production costs. Most dealers expect advances in many of the oils before long, and are urging their customers to take advantage of the present low quotations to anticipate future requirements. Citronella ceylon was one of the few active oils during the recent period, declining early in the period and then advancing latterly on reports of small stocks. Lavender oil was quoted lower on the strength of favorable crop reports. Oil sassafras was reduced substantially in price, and is now available at an attractive quotation. Oils, cloves and bergamot continued firm.

OIL ANISE

This market is still very firm due to political disturbances in China cutting off offers from the Hong Kong market, but the situation is made somewhat easier by the acceptance of some offers on Indo-China oil. The New York market has not been supplied from this source in past years, so dealers are uncertain how firmly they can count on deliveries. Present quotations are around 90c lb.

OIL BERGAMOT

The situation in this oil has firmed up recently due to the delegation to producers by the Italian government of the power to control the quality of exports and to set a fixed price. These powers have not as yet been exercised, but their availability has been sufficient to strengthen the market materially. Ruling quotations range between \$2.60 and \$2.80 lb., but higher prices are predicted in many quarters.

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supplied by the

HOUSE of VILARDI



is the kind you should use

Sole U. S. Agent

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26 CLIFF STREET--NEW YORK

OIL CLOVES

This oil firmed up considerably as a result of higher quotations on spice. A price of \$1.80 lb. is now quoted.

OIL CITRONELLA

Some dealers having foreign connections have been compelled to withhold shipment prices on Ceylon oil, as stocks are said to be small. This resulted in a slight advance late in the period.

OIL LAVENDER

This is one of the oils available at very attractive prices due to the fair sized crop which is reported.

OIL PEPPERMINT

After a short period of higher prices and considerable activity, the market weakened slightly, and prices are now at previous levels.

OIL SASSAFRAS

Users of natural sassafras oil can now purchase this product at lower prices than have prevailed for some time. An inside quotation of \$1.00 lb. was secured from one source.

Emile Schlienger, president of Bertrand Freres, Grasse, France, with P. R. Dryer, head of P. R. Dreyer, Inc., New York, representatives for Bertrand Freres in United States, left New York recently for their usual

Fall trip of calls on the trade. They will return early in November. Mr. Schlienger arrived from France on the liner *Paris* September 17.

Mr. and Mrs. Louis Amic arrived from France on the *Paris*, September 17, for a trip that will combine business and pleasure. Mr. Amic is a director of Etablissements Roure Bertrand Fils and Justin Dupont, Grasse, France, and while in New York makes his headquarters with George Silver Import Co., American representatives.

Givaudan-Delawanna, Inc., New York, have just issued a new handsomely embossed catalog and price list, giving all the products of the company along with views of the plant at Delawanna, N. J. and the New York office and the plant of L. Givaudan & Cie., Geneva, Switzerland.

Procter & Gamble Co. through their National Glycerine Service have sent out a short history of glycerine.—"The Sweet Principle of Oils,"—from the time of its discovery by Scheele in 1799, outlining its uses and its place in modern life and industry. It is termed "the chameleon of chemicals."

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Phenylacetic Aldehyde

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NEW YORK

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Market Report on SOAP AND DISINFECTANT CHEMICALS

(As of October 6, 1930)

NEW YORK—The market for soap and disinfectant chemicals continued to indicate a seasonal renewal of activity during the recent period. Markets began to expand, quotations firmed on some items, and shipments increased. More optimism was shown by both buyers and sellers. Alkali shipments were larger with the renewal of Fall activity in many lines of business. The demand for glycerine also increased considerably as many of the consuming trades began to replace depleted stocks. The anti-freeze demand has not yet begun to exert its full effect, but will, within the next few weeks, and another outlet to the demand side of the market. In spite of the fact that stocks of naphthalene are considered small, there has been a considerable reduction in the

new contract schedule which has been met by most producers. The market is distinctly favorable to buyers at the moment. Rosin prices again declined due to somewhat larger receipts at receiving points.

ALKALIS

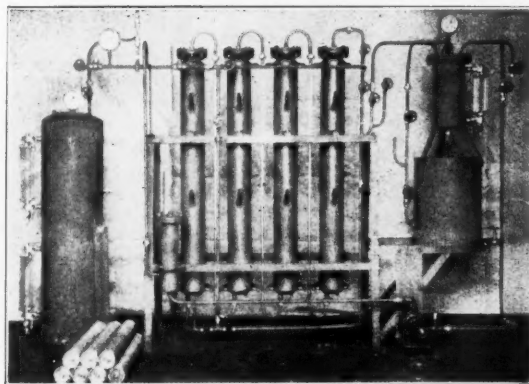
With signs of improvement in the general business situation being noted, shipments of alkalis increased from their Summer level. Competition developed among suppliers who were disposed to quote contract rates on spot business to secure orders. As buyers and sellers begin to look toward the new contract season, there is a belief that the same contract schedule may be retained for 1931.

GLYCERIN

In spite of the fact that the expected increase in demand from anti-freeze sources has

Continuous Hydrogenation

Fixed
Permanent
Catalyst
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Highest
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Simple
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LIQUID CHLORINE
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BENZOIC ACID
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Sales Office: Tacoma, Washington

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SULPHUR MONOCHLORIDE
SULPHUR DICHLORIDE
SULPHURYL CHLORIDE
SALT

HOOKER CHEMICALS

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not yet been noted, the glycerine situation is considerably firmer. A renewal of interest among other users is reported, which is holding prices stable and lessening the prospect of shaded prices as a result of seller competition. If an anti-freeze demand of any considerable proportion materializes, a substantial upward movement is forecast.

NAPHTHALENE

Earlier in the period a shortage of naphthalene was reported due to reduction in coking operations at by-product plants during July and August. Nevertheless, a reduction in quotations, of substantial proportions, was noted later in the period. One of the principal producers announced that contracts for 1931 would be accepted at 4 $\frac{3}{4}$ c per pound in barrel car lots for balls, and 3 $\frac{3}{4}$ c for flakes. These quotations, $\frac{3}{4}$ c lb. under the schedule for 1930 were met by all except one of the other producers.

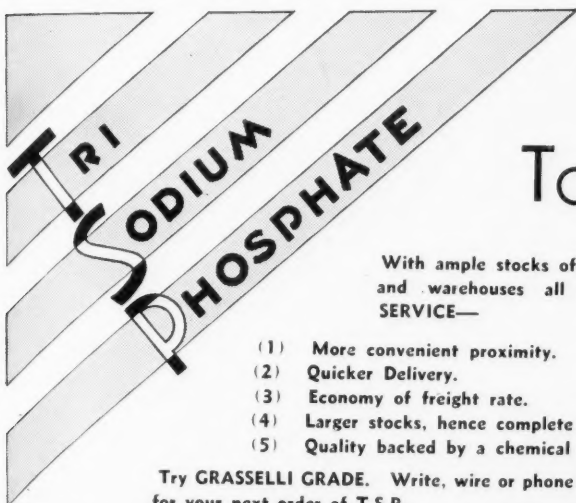
NAVAL STORES

An increase in shipments early in the period resulted in a considerable decrease in stocks in Southern markets, but this decrease was

more than made up later in the period due to heavy receipts from producing centers. Declining quotations were the rule all period, the closing schedule being: Grade B, \$5.45; H, \$5.53; K, \$5.60; N, \$5.95; WG, \$6.85; WW, \$7.95; wood works, \$3.90.

*

Major F. de M. Tubman, general manager of Buhler Brothers, London, and controller of Buhler Sales in United States, is at present in the middle west on a business trip, preparatory to his return to England. Buhler Brothers are now selling their machines direct to users and a new Company which will incorporate the name of "Buhler" is being organized with offices and warehouse in New York where all makes of Buhler machines and spare parts will be kept in stock for immediate delivery. The new organization is also assisted by an experienced service engineer from Buhler Brothers London organization. Buhler Brothers are well known as specialists in roller mill construction, and in their extensive foundries and workshops they have manufactured close upon 35,000 Rollermills.



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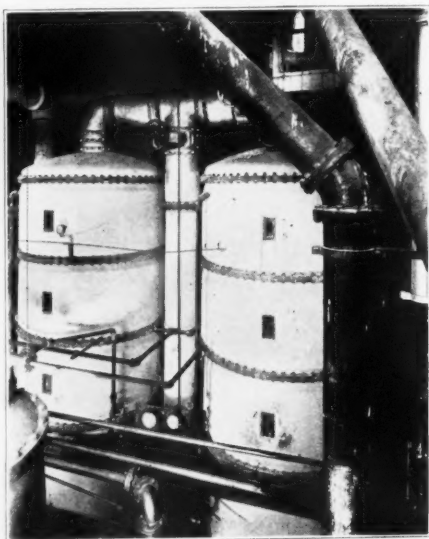
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Glycerine Distillation	Oil Refining
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Market Report on TALLOW, GREASES AND OILS

(As of October 7, 1930)

NEW YORK—Weakness was again apparent in the market for oils, fats and greases during the recent period. Additional demand failed to materialize, and a number of items on the list plunged down to new low levels. Copra and coconut oil markets were weak both locally and on the coast, with prices reduced. Corn oil was also lower due to weakness in grain and competing oils. Olive oil and foots were lower again after the sharp advance last period occasioned by the report of a much smaller crop. In spite of a fifty percent reduction in the size of the crop the large carryover from last year will ensure ample stocks. Palm and palm kernel oils continue to go lower, with no optimistic sentiments heard in the market. Tallow quotations were also lower. Red oil and stearic acid were both reduced again during the period. Lard

was the only item in the list to show an advance, the movement of hogs to Western markets being lighter.

COCONUT OIL

Copra quotations declined to new lows during the recent period, touching 2.90c lb. at one point and resting at 3c at the close. Coconut oil was also down by the same margin, coast tanks being quoted at 5c lb. The drop in values is not confined to any one market, the movement being reflected in markets all over the world.

CORN OIL

This market also continues weak in sympathy with the cotton oil market. Demand failed to improve, and prices were shaded. Mill tanks were quoted at an inside price of 6½c lb. at the close.

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*NEW-O-SAPINE is the only superfatting agent
of its kind and is used the world over.*

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COTTONSEED OIL

This market continues irregular, with early deliveries showing some firmness, which for months are quoted lower. The closing quotations were somewhat under those for last period in spite of bullish reports on the lard situation.

GREASE

Quotations were again shaded in the grease market, going to a new low of $4\frac{1}{4}$ c lb. for yellow and house grease. A fair amount of business was done at this figure.

LARD

A report from Chicago gave the reduction in stocks during September as 19,221,000 lbs., about 7,500,000 lbs. larger reduction than in the same month last year. This was apparently a delayed result of the late Summer drought, and as shipments of hogs declined, quotations on lard were advanced promptly.

OLIVE OIL

Crop reports indicate that the present olive oil crop will be only about half as large as the one last year. There is no expectation of any shortage, however, as there is a large carryover from last year's crop. Quotations on commercial oil and foots were advanced sharply abroad on the strength of the crop shortage, but have tapered off again latterly as the large carryover has made itself felt.

PALM OIL

Quotations have continued downward in harmony with the rest of the market. Palm kernel oil has also been reduced in price, reflecting lower prices on palm kernels.

TALLOW

The price of city extra tallow was down to $4\frac{7}{8}$ c lb. at the close of the recent period. Special was priced at $4\frac{3}{4}$ c, the price differential having narrowed from $\frac{1}{4}$ to $\frac{1}{8}$ c lb. during the period. The market was fairly easy, with demand quiet.

Soaps manufactured by D. W. Gibbs, Ltd., will be distributed by R. B. Semler, Inc., a concern recently organized by R. B. Semler to act as sales representative for a number of imported toilet preparations. S. S. Pierce Co., of Boston, will continue to handle the sale of the Gibbs' soaps in New England.



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May we send samples, prices, and information?

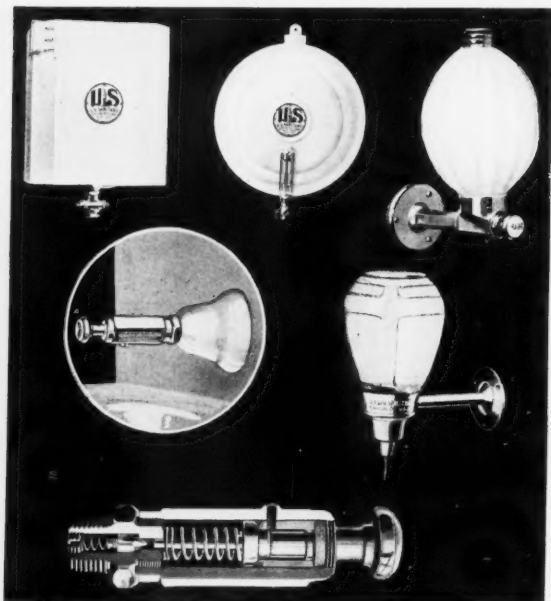
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Acetone, C. P., drums.....lb.	.11 1/4	.14	Lanolin, see Adeps Lanae.		
Acid. Boric, bbls., 99 1/2%.....ton	135.00	162.50	Lime, live, bbls.per bbl.	1.70	2.20
Cresylic, 97%, dk., drums.....gal.	.55	.60	Menthol, cases .....lb.	4.10	4.30
97-99%, pale, drums.....gal.	.60	.70	Synthetic, tins .....lb.	3.00	3.65
Formic, 90%, tech. ....lb.	.10 1/2	.12	Mercury Bichloride, kegs .....lb.	1.65	1.80
Oxalic, bbls. ....lb.	.11 1/4	.11 1/2	Naphthalene, ref. flakes, bbls.....lb.	.04 1/2	.05 1/2
Salicylic, tech. ....lb.	.33	.37	Nitrobenzene ((Myrbane) drums.....lb.	.09 1/2	.10 1/2
Adeps Lanae, hydrous, bbls.....lb.	.14	.15	Paradichlorobenzene, bbls., kegs.....lb.	.17	.25
Anhydrous, bbls. ....lb.	.15	.16	Paraformaldehyde, kegs .....lb.	.38	.39
Alcohol, Ethyl, U. S. P., bbls.....gal.	2.63	2.74	Petrolatum, bbls. (as to color).....lb.	.02 3/8	.08 3/8
Complete Denat., No. 5, drums, ex. gal.	.49	.54	Phenol ((Carbolic Acid), drums.....lb.	.14 3/4	.15
Alum, potash, lump.....lb.	—	.03 1/2	Pine Oil, bbls. ....gal.	.62	.72
Ammonia Water, 26%, drums, wks.....lb.	.03	.03 1/2	Potash, Caustic, drums .....lb.	.06 1/2	.06 3/4
Ammonium Carbonate, tech., bbls.....lb.	.10 1/2	.11 1/2	Flake .....lb.	.06 1/2	.08
Bay Rum, Porto Rico, denat., bbls.....gal.	.75	.80	Potassium Bichromate, casks.....lb.	.09	.09 3/4
St. Thomas, bbls. ....gal.	.75	.80	Pumice Stone, powd. ....100 lb.	2.50	4.00
Domestic, bbls. ....lb.	.70	.75	Rosins (600 lb. bbls. gross for net) —		
Bleaching Powder, drums.....100 lb.	2.00	2.60	Grade B to H, basis 280 lbs.....bbl.	5.45	5.53
Borax, pd., cryst., bbls., kegs.....ton	66.00	77.50	Grade K to N .....bbl.	5.60	5.95
Carbon Tetrachloride, car lots.....lb.	.06 1/4	.07	Grade WG and WW.....bbl.	6.85	7.95
Carbon Tetrachloride, L. C. L.....lb.	.06 1/2	.10	Wood, works .....bbls.	3.90	3.90
Caustic, see Soda Caustic, Potash Caustic			Rotten Stone, pwd., bbls.....lb.	.02 1/2	.04 1/2
China Clay, filler.....ton	10.00	25.00	Silica, Ref., floated .....ton	22.00	30.00
Cresol, U. S. P., drums.....lb.	.14	.17	Soap, Mottled 40 lb. box.....lb.	.15	—
Cresote Oil, tanks.....gal.	.13	.16	Powdered White, U. S. P.....lb.	.26	.27
Formaldehyde, bbls. ....lb.	.07 1/4	.07 3/4	Green, U. S. P.....lb.	.07 1/4	.07 1/2
Fullers Earth.....ton	15.00	30.00	Whale Oil, bbls. ....lb.	.04	.05 1/4
Glycerine, C. P., drums .....lb.	.13	.13 1/2	Soda Ash, Contract, wks., bags, bbls.		
Dynamite, drums .....lb.	.11	.11 1/2	100 lb.	1.32	1.55
Saponification, tanks .....lb.	.09	.09 1/2	Five bbls., up, local.....100 lb.	2.34	2.49
Soaps, Lye, tanks .....lb.	.06 3/4	.07	Soda Caustic, Cont., wks., sld.....100 lb.	2.90	—
Hexalin, drums .....lb.	—	.60	Five drums up, solid, local.....100 lb.	3.76	3.91
Kieselguhr, bags .....ton	35.00	—	Five drums up, grnd. flk.....100 lb.	4.16	4.31
			Soda Sal., bbls.100 lb.	1.00	1.15
			Sodium Bifluoridelb.	.17 1/2	.19
			Sodium Chloride (Salt)ton	20.00	25.00

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Sodium Fluoride, bbls.lb.	.08½	.09	Extra, No. 1, bbls.lb.	.09½	—
Sodium Hydrosulphite, bbls.lb.	.23	.27	No. 2, bbls.lb.	.09¾	—
Sodium Silicate, 40 deg., drum....100 lb.	.70	.80	Linseed, raw, bbls., spot.....lb.	.0980	.1020
Drums, 60 deg., wks. ....100 lb.	1.65	—	Tanks, raw	—	.0920
In tanks, 10c less per hundred works.			Boiled, 5 bbls. lots.....lb.	—	.1100
Tar Acid Oils, 15-25%.....gal	.26	.30	Menhaden, Crude, tanks, Balt.....gal.	.20	Nom.
Trisodium phosphate, bbls. ....lb.	.03¾	.04	Oleo Oil, No. 1, bbls., N. Y.....lb.	.103½	—
zinc Oxide, lead free.....lb.	.06½	.07	No. 2, bbls., N. Y.....lb.	.0978	—
zinc Stearate, bbls. ....lb.	.24	.26	Olive, denatured, bbls., N. Y.....gal.	.85	.90
Oils—Fats—Greases			Shipments .....	.88	.90
Castor, No. 1, bbls. ....lb.	.12¼	.12½	Foots, bbls., N. Y.....lb.	.06¾	.0678
No. 3, bbls. ....lb.	.11¾	.12	Shipments .....	.06¾	—
Coconut, tanks, N. Y.....lb.	.05¾	.05½	Palm, Lagos, casks, spot.....lb.	.05	.05½
Tanks, Pacific Coast .....	.05	.05½	Shipments .....	.0478	.05
Fatty acids, mill. tanks.....lb.	.09½	Nom.	Niger casks, spot.....lb.	.048	.04¾
Cod, Newfoundland, bbls. ....gal.	.50	.51	Shipments .....	.04½	—
Copra, bulk, Coast	—	.03	Palm Kernel, pkgs., denatured.....lb.	.0578	.06
Corn, tanks, mills.....lb.	.06½	.06¾	Tank cars, denatured.....lb.	.05¾	—
Bbls., N. Y.....lb.	.08¼	Nom.	Peanut, refined, bbls., N. Y.....lb.	.10¾	Nom.
Fatty acid .....	.06½	Nom.	Crude, bbls., N. Y.....lb.	.07½	.07½
Cottonseed, crude, tanks, mill.....lb.	.06	.06½	Red Oil, distilled, bbls. ....lb.	.0878	.09¾
PSY .....	.07¾	.078	Saponified, bbls. ....lb.	.0878	.09¾
Fatty Acids, mill. bbls.....lb.	.07	Nom.	Tanks .....	.08	—
Degras, Amer., bbls. ....lb.	.03¾	.04¾	Soya Bean, crude, tks., Pac. Coast.....lb.	.08½	—
English, bbls. ....lb.	.05	.05¾	Crude, bbls., N. Y.....lb.	.10¾	.10½
German, bbls. ....lb.	.04½	.04¾	Refined, bbls., N. Y.....lb.	.11	.11¾
Neutral, bbls. ....lb.	.07	.09	Stearic Acid		
Greases, choice white, bbls., N. Y.....lb.	.04¾	.06½	Double Pressed .....	.12	.12½
Yellow .....	.04¾	.04½	Triple pressed, bgs.....lb.	.14	.14½
Brown .....	.04¾	.04¾	Stearine, oleo, bbls.....lb.	.09¾	.09½
House .....	.04¾	.04½	Tallow, special, f. o. b. plant.....lb.	.04¾	—
Lard, prime, steam, tierces.....lb.	.12¼	.12½	City, ex. loose, f. o. b. plant.....lb.	.0478	—
Compound, tierces .....	.10¾	—	Tallow, oils, acidless, tanks, N. Y.....lb.	—	.08½
Lard Oil, edible prime.....lb.	.13¾	—	Bbls., c/I, N. Y.....lb.	—	.09
Extra, bbls.lb.	.10	—	Whale, nat. winter, bbls., N. Y.....gal.	.76	.78
			Blehd., winter, bbls., N. Y.....gal.	.79	.80
			Extra blehd., bbls., N. Y.....gal.	.81	.82

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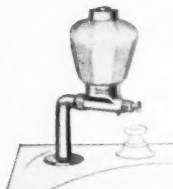
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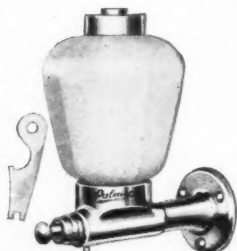
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Bitter, F. F. P. A.	.lb.	2.90	3.10	Bourbon, tins	.lb.	4.25	4.50
Sweet, cans	.lb.	.56	.57	Hemlock, tins	.lb.	1.00	1.10
Apricot, Kernel, cans	.lb.	.32	.33	Lavender, U. S. P., tins	.lb.	2.40	4.00
Anise, cans	.lb.	—	—	Spike, Spanish, cans	.lb.	.75	.90
U. S. P., cans	.lb.	.90	.92	Lemon, Ital., U. S. P.	.lb.	1.10	1.25
Araucaria, cases	.lb.	1.75	1.89	Lemongrass, native, cans	.lb.	.64	.65
Bay, tins	.lb.	2.10	2.25	Linaloe, Mex., cases	.lb.	2.15	2.30
Bergamot, coppers	.lb.	2.60	2.80	Neroli, Artificial	.lb.	10.00	20.00
Artificial	.lb.	2.00	2.25	Nutmeg, U. S. P., tins	.lb.	1.40	1.45
Birch Tar, rect., bot.	.lb.	.41	.43	Orange, Sweet, W. Ind., tins	.lb.	2.50	2.60
Crude, tins	.lb.	.12	.13	Italian, cop.	.lb.	2.50	3.00
Bois de Rose, Brazilian	.lb.	.90	1.00	Distilled	.lb.	1.20	1.40
Cayenne	.lb.	1.65	1.70	Origanum, cans, tech.	.lb.	.25	.30
Cade, cans	.lb.	.26	.27	Patchouli	.lb.	5.70	5.80
Cajuput, native, tins	.lb.	.75	.80	Pennyroyal, dom.	.lb.	1.65	1.70
Calamus, bot.	.lb.	2.75	3.00	Imported	.lb.	1.15	1.20
Camphor, Sassy, drums	.lb.	.23	.25	Peppermint, nat., cases	.lb.	2.15	2.20
White, drums	.lb.	.21	.23	Redis., U. S. P., cases	.lb.	2.35	2.50
Cananga, native, tins	.lb.	2.50	2.75	Petit Grain, S. A., tins	.lb.	1.50	1.55
Rectified, tins	.lb.	3.00	3.25	Pine Needle, Siberian	.lb.	.65	.70
Caraway Seed	.lb.	1.70	1.75	Rose, Natural	.oz.	14.00	21.00
Cassia Redistilled, U. S. P., cans	.lb.	1.20	1.25	Artificial	.oz.	2.00	2.75
Cedar Leaf, tins	.lb.	1.00	1.10	Rosemary, U. S. P., drums	.lb.	.40	.45
Cedar Wood, light, drums	.lb.	.40	.42	Tech., lb. tins	.lb.	.30	.35
Citronella, Java, drums	.lb.	.56	.59	Sandalwood, E. Ind., U. S. P.	.lb.	8.00	8.50
Citronella, Ceylon, drums	.lb.	.47	.48	Australian	.lb.	5.65	—
Cloves, U. S. P., cans	.lb.	1.80	1.85	West Indian (Amyris)	.lb.	1.95	2.25
Copaiba	.lb.	.55	.60	Sassafras, U. S. P.	.lb.	1.00	1.15
Eucalyptus, Austl., U. S. P., cans	.lb.	.43	.45	Artificial	.lb.	.29	.32
Fennel, U. S. P., tins	.lb.	.90	1.05	Spearmint, U. S. P.	.lb.	3.00	3.25
				Thyme, red, U. S. P.	.lb.	.70	.80
				White, U. S. P.	.lb.	.85	.90
				Tech.	.lb.	.60	.70
				Vetiver, Bourbon	.lb.	5.90	6.00
				Java	.lb.	20.00	22.00
				Ylang Ylang, Bourbon	.lb.	6.50	7.00

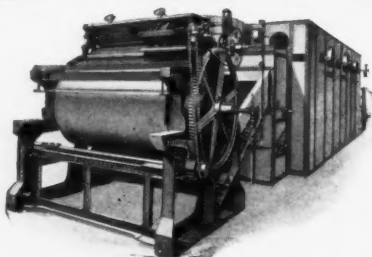
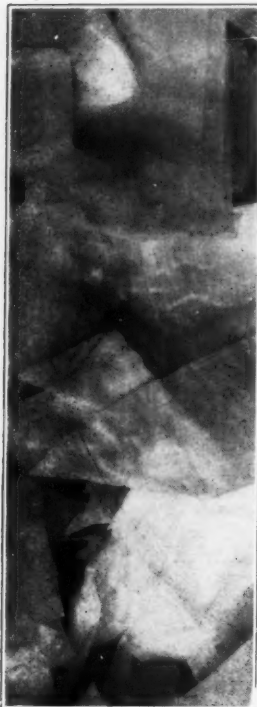
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Amyl Cinnamic Aldehydelb.	4.00	8.00
Anethollb.	1.90	2.10
Benzaldehyde, tech.lb.	.60	.65
F. F. C. ....lb.	1.20	1.30
Benzyl Acetate ....lb.	.75	.90
Alcohol ....lb.	1.20	1.25
Citral ....lb.	2.75	4.00
Citronellal ....lb.	2.00	3.50
Citronellol ....lb.	3.00	5.00
Citronellyl Acetate ....lb.	13.00	14.00
Coumarin ....lb.	3.40	3.60
Diphenyl oxide ....lb.	1.15	1.25
Eucalyptol, U. S. P. ....lb.	.85	.95
Eugenol, U. S. P. ....lb.	3.50	3.75
Geraniol, Domestic ....lb.	2.40	2.75
Imported ....lb.	3.00	3.25
Geranyl Acetate ....lb.	2.75	3.50
Heliotropin, dom. ....lb.	1.90	2.00
Imported ....lb.	2.35	2.60
Hydroxycitronellal ....lb.	5.50	6.00
Indol, C. P. ....oz.	6.00	6.50
Ionone ....lb.	5.00	10.00
Iso-Eugenol ....lb.	5.00	5.50
Linalool ....lb.	3.00	4.00
Linalyl Acetate ....lb.	3.75	5.00
Menthol ....lb.	4.15	4.30
Methyl Acetophenone ....lb.	3.00	3.50
Anthranilate ....lb.	2.40	2.60
Paracresol ....lb.	8.00	9.00
Salicylate, U. S. P. ....lb.	.40	.43
Musk Ambrette ....lb.	6.50	7.00
Ketone ....lb.	7.50	8.00
Xylene ....lb.	2.60	3.00

Phenylacetaldehyde ....lb.	7.00	8.00
Phenylacetic Acid, 1 lb. bot. ....lb.	3.00	4.00
Phenylethyl Alcohol, 1 lb. bot. ....lb.	4.50	6.50
Rhodinol ....lb.	9.00	18.00
Safrol ....lb.	.33	.35
Terpineol, C. P., 1,000 lb. drs. ....lb.	.30	.32
Cans ....lb.	.32	.33
Terpinyl Acetate, 25 lb. cans. ....lb.	.80	1.15
Thymol, U. S. P. ....lb.	2.20	2.40
Vanillin, U. S. P. ....lb.	5.00	7.00
Yara Yara ....lb.	1.50	2.50

Miscellaneous

Insect Powder, bbls. ....lb.	.24	.27
Concentrated Extract ....lb.	2.00	2.10
Gums—		
Arabic, Amb. Sts. ....lb.	.14	.15
White, powdered ....lb.	.21	.25
Karaya ....lb.	.12	.26
Tragacanth, Aleppo, No. 1. ....lb.	1.28	1.40
Sorts ....lb.	.40	.45
Turkish, No. 1. ....lb.	.90	.95
Waxes—		
Bayberry, bgs. ....lb.	.21	.24
Bees, white ....lb.	.48	.52
African, bgs. ....lb.	.25	.27
Refined, yel. ....lb.	.34	.36
Candelilla, bgs. ....lb.	.16½	.17
Carnauba, No. 1 ....lb.	.28	.29
No. 2, Yel.lb.	—	Nom.
No. 3, Chalkylb.	.18	.18½
Japan, caseslb.	.13	.13½
Paraffin, ref. 125-130lb.	.04¼	.05½

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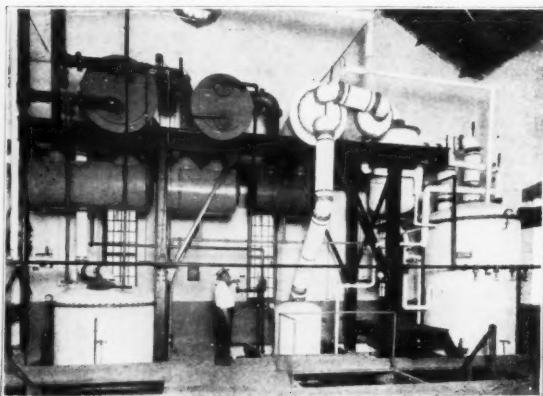
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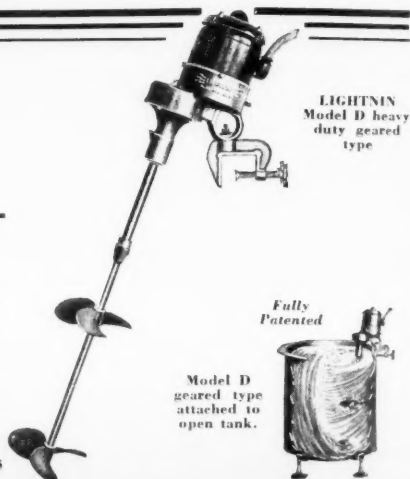
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Argentine Toiletries Market

In Argentina, a major Latin American market that accounts for sales of over \$200,000 worth of American toilet preparations annually, there are now various American firms which either maintain branch offices in Buenos Aires or arrange to have their advertised products made up by local laboratories which are usually supplied with the materials as well as the formula by the American home. This naturally reflects itself in the export statistics, which for the past three years were \$279,000, \$214,000, and \$212,000, respectively. It is estimated that over 35 per cent of the tooth paste consumed in Argentina is manufactured locally under American formulas and trade names. Other foreign tooth pastes manufactured locally are Pebecco, Odol, and Dentol. The French companies, Piver and Lubin, also manufacture and permit the manufacture of their preparations on a royalty basis. It is estimated that 70 per cent of the tooth paste is produced locally; 65 per cent of the face powders; 80 per cent of the toilet waters; 85 per cent of the scented soaps; probably 50 per cent of the face creams; and 50 per cent of the shaving creams.

New Books

PERFUMES COSMETICS AND SOAPS, WITH ESPECIAL REFERENCE TO SYNTHETIC by William A. Poucher, Volume I, Being a Dictionary of Raw Materials Together With an Account of The Nomenclature of Synthetics; Third Edition; D. Van Nostrand Company, Inc., New York.

The second volume of this latest edition of Poucher's well known work on soaps and perfumes has already appeared, in advance of the first volume. This first volume comprises within its 394 pages a comprehensive dictionary, alphabetically arranged, of practically all the perfumes, fixatives, builders and synthetics in common use in the soap, perfume and cosmetics industries. The material seems to be very complete and is most attractively presented. The appendices, which present an explanation of the Geneva system of organic chemical nomenclature with particular reference to synthetics; directions for the determination of physical constants; also conversion tables for Metric to English weights and

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measures; will be of particular practical value to the user in the soap factory or perfumery. The volume is attractively illustrated with half-tone engravings.

—*—
 WASHING, CLEANING, AND POLISHING MATERIALS: U. S. Department of Commerce Circular of the Bureau of Standards, No. 383: Government Printing Office, Washington: 1930.

This publication is an expansion of Bureau of Standards Circular No. 62 on Soap and is designed to give to the general public information on soaps and cleansers in a concise and popular form.

The use of water in laundering is discussed briefly, pointing out the effects of impurities in water and means for their elimination. A brief description of the general composition of soap, soap manufacturing processes, and the common varieties of soap products is followed by a short discussion of alkaline cleaners and miscellaneous detergents or laundry aids, such as bleaches, sours, bluing and starch. Brief discussions are also included on dry-cleaning operations, solvents, dry-

cleaning soaps, stain removal, finishing, reclamation of solvent, and elimination of static electricity in dry-cleaning plants. Sections are devoted to furniture and automobile polishes, metal polish, floor wax and polish, polishing cloths, dust clothes, sweeping compounds, and wall-paper cleaner. A list of the Government specifications for the products covered, numerous references, and suggested formulas for some items are also given. Recommended specifications are given in the appendices for two grades of laundry soap.

—*—
 Oil-free naphthenic sulfonic acids are said to be superior in detergent power to soaps, those containing oil and their neutral salts to be equal to soaps in the scouring of soiled fabrics and fibrous materials. The presence of sulfuric acid and sulfates has no effect on the detergent properties. The naphthenic sulfonic acids are not suitable for washing cotton goods but their neutral or alkaline sodium salts are equal or superior to soap or soda ash. The detergent power of these products increases as the molecular weight decreases. *Maslob-Zhirov, Delo* 1929, No. 1, 34-42.

GERANIOL

for SOAP

In various grades to meet
every requirement as to price.

A. M. TODD COMPANY

KALAMAZOO, MICH.

Business established in 1869

Say you saw it in SOAP!

True
to
form...
and
to
your
formula

That which is right-
fully expected of
Silicate . . . in Soap
formulae . . . is uni-
formly evidenced in

"STANDARD" GRADE

Beyond the mere tech-
nique of manufacture,
is the rigid observance
of principles constitut-
ing an ideal . . . that
which gives the name
"Standard" its fullest
significance, as applied
to Silicate of Soda.

Specify it . . .
always with su-
preme quality
assurance.

4
Factories
4
Better Service

Standard Silicate Company

CINCINNATI
OHIO

OFFICE: 414 Frick Building,
Pittsburgh, Pa.

FACTORIES: Marseilles, Ill.
Lockport, N.Y., Cincinnati, O.
Jersey City, N. J.



DRY OR WET!

THE PATTERSON line of Proc-
essing Machinery offers an
especially fine assortment of *dry*
or *wet batch* Mixers for the soap
manufacturer. Whether a plain or
steam-jacketed type is required,
whether it's for mixing, blending,
dissolving, extracting or agitating,
single or gang assembly, belt or
motor drive, and for any capacity,
there's a PATTERSON to meet
your most exacting demands.
Write for catalog.

PATTERSON also builds
chemical process kettles,
crutchers, stills, stirrers, agitator
units, grinders, evaporators,
emulsifiers, dryers, etc. Cast-
iron, cast-steel, steel-plate alumi-
num, bronze, copper and
monel metal construction work.

The PATTERSON FOUNDRY & MACHINE COMPANY

Richard L. Cauwood, President

East Liverpool, Ohio

U. S. A.

New York
Chicago

Philadelphia
Los Angeles



MIXERS

Say you saw it in SOAP!

The Glycerin Position

(From Page 25)

not available, but it is believed that nearly all of these shipments are of the crude variety and proceed to the United States. The two largest producing units in Cuba are located at Sabates and Crusellas and are reported to be turning out \$300,000 and \$200,000 worth, respectively, of crude glycerin each year.

In 1929 the United States was a leading market for refined glycerin from the Netherlands, but the radical drop in United States imports during the first half of 1930 caused the Netherlands to divert a larger proportion of its exports to other outlets. Coincidentally, during the first half of 1930, outgoing shipments of refined glycerin—of which the bulk of the Netherlands export of glycerin is comprised—registered a decline to 5,298,000 pounds from the 7,174,000 exported during the corresponding period of 1929. The United States is also an important outlet for German refined glycerin, but statistics showing our relative importance as a market are not available. The United States is not an important market for British refined glycerin, exports of which amount to about 14,500,000 pounds a year.

The best markets for the British product are Japan and China, which received nearly half of the 1928 British export."

—*—

Herman A. Metz, president of General Dye-stuffs Corp., and a director of Interborough Rapid Transit Corp., New York, has refused to resign his directorship as requested by the New York Rapid Transit commission. He holds that he has been properly appointed and is in a position to represent the city. The commission desires to have him replaced by a member more friendly to its program.

—*—

Roessler & Hasslacher Chemical Co., New York, recently issued a price list for products sold by the company as of September, 1930. Copies can be secured by writing to the company at 10 East 40th St.

—*—

Coty, Inc., New York, recently added to its toilet goods line five new items for men, a shaving cream, talc, after shaving lotion, hair dressing and hair lotion. They are attractively packaged, have a uniform color scheme and are designed to sell as a unit.

There is a Solution for your SOAP MANUFACTURING PROBLEMS

If your soap turns spotty

If you desire important savings

If you want 100% saponification

If you wish simplification

*I will come to your plant and solve your problems,
—from the simplest to the most complicated ones.*

My processes cover many phases of soap making that will prove revealing. They include soap chips, guaranteed 100% saponification (with tremendous saving of material, labor and time) stretched soap (something entirely new) castile and textile soap. I can familiarize you with improvements in cold made soaps and shaving creams.

**Write for information to JULIUS SCHAAL, P. O. Box 88
Hudson Terminal Station, New York City**

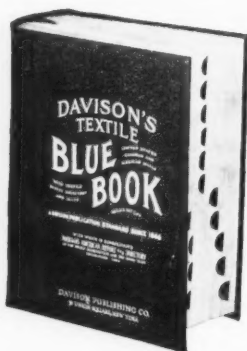
Say you saw it in SOAP!

10,000 textile mills and 30,000 dealers in allied lines

All textile mills, dyers, finishers and printers in the United States and Canada are fully reported in the Consolidated DAVIDSON'S TEXTILE BLUE BOOK and Dockham's American Report and Directory.

In addition, 30,000 associated firms are listed and reported—dry goods commission merchants, yarn, cotton, linters, silk, rayon, waste, wool, rags, fibres, machinery, chemicals, supplies and other allied industries.

Two thousand pages in size, thumb indexed for quick reference, strongly bound and with information arranged for instant use, this volume will make money for you in providing accurate and complete information in the entire textile manufacturing and finishing trades.



Actual Photograph. Two thousand pages of reports, lists, statistics and indexes

"A Davison Publication — Standard Since 1866"

Davison's Textile Blue Book

Office Edition \$7.50 Prepaid

Handy Size \$5.00 Prepaid

50 Union Sq. New York

KING & HOWE

IMPORTERS Incorporated MILLERS
PYRETHRUM

11 CLIFF ST.

NEW YORK

Insect Powder

Half Closed Dalmatian
Closed Dalmatian
Japanese

Contracts Solicited

Insect Flowers

Allow us to quote you
direct from the go-
downs of Japan and
the interior collect-
ing centers of Dal-
matia or on our
spot stock

"Headquarters for Bulk Buyers"

Say you saw it in SOAP!

INSECTICIDE AND DISINFECTANT REVIEW

*A Section of SOAP for Manufacturers of Disinfectants, Household
Insecticides, Deodorants, Polishes, and Related Products*

SANTOCHLOR

REGISTERED U.S. PATENT OFFICE

Monsanto Paradichlorobenzene

Insecticide manufacturers who market paradichlorobenzene products know the importance of selecting crystals that are pure, white and uniform. For years, Monsanto Paradichlorobenzene, sold in three standard sizes as Santochlor, has met the exacting requirements of many of the largest users. You too, will find Santochlor most satisfactory. We would welcome the opportunity to cooperate.

*Write for prices and
complete information*

Monsanto Chemical Works
ST. LOUIS, U.S.A.

New York—Chicago—San Francisco

Monsanto Chemicals Include

COUMARIN MONSANTO . . . METHYL SALICYLATE MONSANTO U.S.P. . . . SODIUM
SALICYLATE U.S.P. . . . BENZYL ALCOHOL . . . SODIUM BENZOATE U.S.P. . . .
BENZOYL CHLORIDE . . . BENZOIC ACID U.S.P. . . . CRESYLIC ACID . . . PHENOL U.S.P.

“Out the window
they
must
go...”



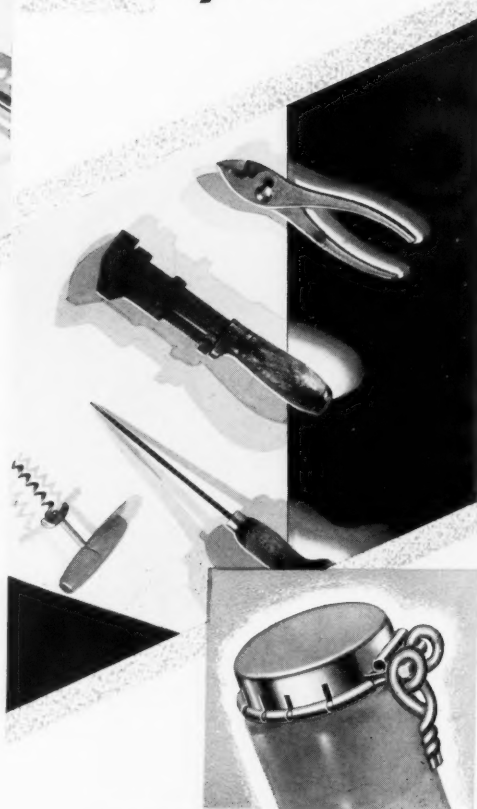
THE ingenious little lever on the Kork-N-Seal cap is worth a whole arsenal of such exasperating distress-weapons!

To open any bottle or can, just raise the little lever. To reseal it—airtight every time—just press the little lever down.

You may know a lot about Kork-N-Seal from seeing it on numerous well-known products. But do you know about Kork-N-Seal in terms of your *own* product? How it safeguards quality until the last drop has been used? How it provides extra selling points to crowd out tight competition?

We urge you to write direct for some of the laboratory and sales tests that have been the basis for other manufacturers adopting this newer and better sealing method.

WILLIAMS SEALING CORPORATION
Decatur, Illinois



Williams
KORK-N-SEAL
THE CAP WITH THE LITTLE LEVER

For Perfuming

PARADICHLORBENZENE BLOCKS *and* CRYSTALS *use* ELKO POPULAR PERFUME OILS

They actually cover and delightfully perfume

A FEW OF OUR LEADERS.

Carnation P.D. — \$5.00 per lb.	Lilac P.D. — \$3.75 per lb.
Chypre P.D. — \$5.00 " "	Narcisse P.D. — \$4.50 " "
Corylopsis P.D. — \$3.75 " "	Rose P.D. — \$5.00 " "
Jasmin P.D. — \$5.00 " "	Rose K. — \$5.00 " "
Lavender P.D. — \$5.00 " "	Violet P.D. — \$5.00 " "

Only 12 oz. to 16 oz. to the 100 lb. is required.

For Coloring and Perfuming Blocks and Crystals

use **ELKO COLORODORS**

The soluble color and odor combinations that uniformly color and actually perfume the product. Full list on request.

For Theatre Sprays

use **ELKO WATER SOLUBLE PERFUMES**

Produced in all odors: Trial Pints \$2.50 Post Paid. Special Quantity Prices.

For Insecticide Sprays

use **ELKO SPRAODORS**

Priced at \$1.00 per lb. up.

E. M. LANING COMPANY

78-80 GREENWICH STREET - - - - - NEW YORK, N. Y.



*Aromatic Chemicals, Essential Oils, and
Perfuming Specialties of all kinds for
Manufacturers of Soaps, Disinfectants,
Theatre Sprays, Fly Sprays and Allied
Products.*



Say you saw it in SOAP!

BEFORE AND AFTER

THE INTRODUCTION OF

ALSOP EQUIPMENT

Step by step, **ALSOP "Hy-Speed"** Equipment has wrought a great change in production methods during the last decade. There is no longer any economy in processing soaps and insecticides by old-fashioned, wasteful methods.

MIXING

"Hy-Speed" Portable Electric Mixers do a more thorough job than the most elaborate, bulky equipment. Yet they can be moved from tank to tank as easily as the old fashioned paddle. These machines are made in many types and sizes to mix quantities from one to 50,000 gallons.

FILTERING

"Hy-Speed" Internal Pressure Filters forces light liquid soaps, etc., through two layers of filter cloth and one layer of French Filter Paper, speedily producing a highly polished product. Cleans semi-automatically in two minutes. Portable, operating from light socket. Inexpensive and economical to use.

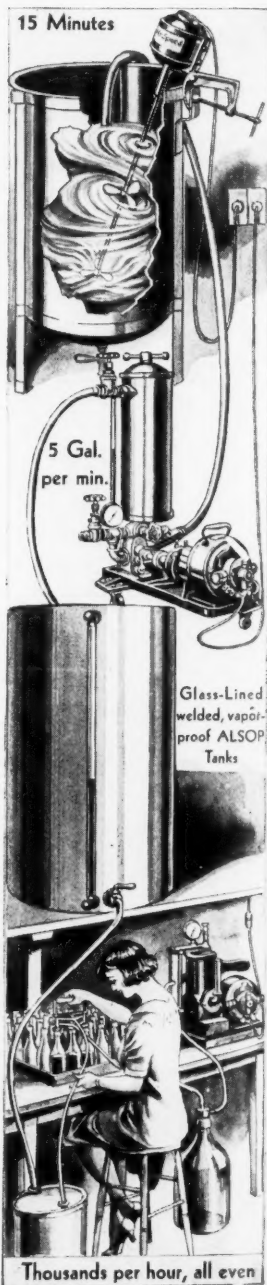
GLASS-LINED TANKS

ALSOP Glass-Lined Tanks are made in all sizes from one to 200 gallons, for either mixing or storage. They are proof against corrosive action and contamination of the product.

FILLING

The **"Hy-Speed Vacuum Bottle Filler"** is a real machine for filling all liquid products in small cans or bottles, such as Insecticides, Polish, Cleaning Fluid, etc. It fills every container evenly and rejects any that might leak. Instantly adjustable to different sizes. Easily cleaned for use on different products. Lowest in price.

ALSOP
ENGINEERING COMPANY
39 West 60th St. New York City



Say you saw it in SOAP!



A Simple Method for Making High-Grade

No Heat, Chemicals or Rosin Required

Mix one part Albasol A.R. with 6 parts Steam Distilled Pine Oil. Stir thoroughly, and in a few minutes you will have a soluble pine oil with a pine oil content of 85.7% and a moisture content of 2.0%.

Six Tested Formulae Suggested

This is only one of six formulae suggested by our Technical Service in a booklet which we will gladly send to anyone interested. Still other formulae can be developed to meet special requirements, and our Technical Service is available for consultation.

Albasol A. R.

Is a clear, molasses-like oil product that is soluble in water in all proportions. It entirely does away with the need for heat, chemicals, caustic or rosin in the production of soluble pine oil. The process is so simple that any intelligent worker can perform the task, releasing the technical man for other work.

NATIONAL OIL PRODUCTS CO.
HARRISON, N. J.

Date

AR.

Gentlemen:

- ☐ Send me copy of Technical Service Data on Albasol
- ☐ Send me a sample of Albasol AR.

Name Title

Firm

Address

.....

NATIONAL OIL PRODUCTS COMPANY, Inc.

EXECUTIVE OFFICES HARRISON, N. J. BOSTON, MASS. CHICAGO, ILL. ST. JOHNS
AND FACTORY NEWFOUNDLAND



Say you saw it in SOAP!

Baird's

The Standard of Highest Quality

Cresol Comp. U. S. P.

also known as Liquor Cresolis Compositus, U. S. P., is made in exact accordance with the specifications of the U. S. Pharmacopoeia. Phenol coefficient $2\frac{1}{2}$ to 3. Dilutes with water to form clear, amber colored solutions. Largely used by the medical profession, hospitals and veterinarians.

Crestall Compound

is similar in composition, appearance and odor to Cresol Compound, U. S. P., but prepared from refined cresylic acid as a base. Approximately twice as strong as the U. S. P. product, and very effective in preventing the spread of animal diseases.

Mosquito Larvaecide

A coal-tar product employed for killing mosquito larvae. Effective in dilutions of 20,000 to 40,000 to one. Superior to petroleum oil, as it is not affected by rainfall or wind and does not involve fire hazard.

Pes-Tox Insecticide

of the pyrethrum type, pleasantly scented. Quickly kills practically every type of crawling, flying and hopping insect. Light lemon color. Especially effective when used in the form of a spray.

Pine Oil Disinfectant

A fragrant pine product, made from pure steam-distilled pine oil according to the formula of the Hygienic Laboratory of the U. S. Public Health Service. Mixes freely with water to form good milk emulsions, with pleasant pine odor. Free from mineral oil or other adulteration.

BAIRD & McGUIRE, INC.

Holbrook, Mass.



St. Louis, Mo.

Warehouse stocks at convenient points throughout the country.



HERCULES PINE OIL

Disinfectant—Deodorant—Insecticide

HERCULES Steam-distilled Pine Oil in soluble form is an effective germicide and disinfectant for use in both public and private buildings.

It leaves a clean, sweet, piney odor. As a spray it repels or destroys flies, mosquitoes, and other insects. When diluted it has value as a detergent for scrubbing floors and walls.

Write us for further details and prices.

Naval Stores Department

HERCULES POWDER COMPANY
INCORPORATED

961 Market Street, Wilmington, Delaware

Largest producers of pine oil, wood rosin and steam-distilled wood turpentine.

HERCULES POWDER COMPANY, 961 Market Street, Wilmington, Delaware

Please send me a test sample of Hercules Steam-distilled Pine Oil.

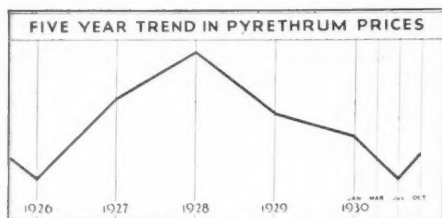
Name..... Company.....

Street..... City..... State.....

Say you saw it in SOAP!

The Market is Right

NOW *to contract for your 1931 Pyrethrum Requirements*



Buying Pyrocide No. 20 NOW . . . Will Save You Money

VARIOUS factors make it possible for us to quote extremely attractive prices on Pyrocide No. 20 for your 1931 requirements. You may save money by getting our quotations before making your 1931 contracts. Wire or write us immediately, giving us an estimate of your needs.

We can also supply Pyrethrum flowers in whole, ground or powdered form on a low basis . . . stocks at New York, Minneapolis, and Los Angeles.

In addition to the favorable pyrethrum market, our world wide outlet has enabled us to make large purchases of flowers at most favorable figures. Also,

our new and increased production facilities enable us to manufacture on an extremely low cost basis. For 1931 contracts we are passing on the full benefits from these various factors.

Pyrocide No. 20 is an oil soluble extract of Pyrethrum flowers, each gallon of Pyrocide No. 20 containing all of the active principle from 20 pounds of Pyrethrum flowers having a pyrethrin content of 0.75%. Pyrocide No. 20 is guaranteed and labelled to contain 1.8 grams of pyrethrins per 100 cc. Shipped in steel drums containing 10, 30 and 53 (American) gallons.

PYROCID No. 20

CONCENTRATED EXTRACT OF PYRETHRUM FLOWERS

Wire Today, McLAUGHLIN GORMLEY KING COMPANY
1715 Fifth Street S. E., Minneapolis, Minn.

Say you saw it in SOAP!

ANNOUNCING OUR NEW PRICE LIST

Our Price List No. 7 of October, 1930, is now ready for distribution. It contains much useful and interesting information for the perfumer, particularly regarding our special products. We will gladly send you a copy.



Givaudan-Delawanna, Inc.

80 FIFTH AVENUE, NEW YORK, N. Y.

Say you saw it in SOAP!

van Ameringen-

We have developed a complete new series of oils for sprays of all kinds, insecticides, disinfectants and similar products. Three of the leaders are shown here.

van Ameringen-Haebler, Inc.

Aromatic Essentials

315 Fourth Avenue, New York
180 No. Wacker Drive, Chicago
826 Clark Avenue, St. Louis
42 Wellington Street, E., Toronto

Factory, Elizabeth, N. J.

Say you saw it in SOAP!

Haebler, Inc.

New Mown Hay \$1.50
per lb.

Jasmin 110 \$2.50
per lb.

Bouquet 118 \$1.25
per lb.

SEND FOR SAMPLES.

Now is the time to plan.

van Ameringen-Haebler, Inc.

Aromatic Essentials

315 Fourth Avenue, New York
180 No. Wacker Drive, Chicago
826 Clark Avenue, St. Louis
42 Wellington Street, E., Toronto

Factory, Elizabeth, N. J.

Say you saw it in SOAP!

Baird's Certified Disinfectants

of coal-tar are so named because every lot is tested and certified to by independent analysts, thus insuring to the buyer a guarantee of quality and strength. A copy of the bacteriological certificate will be furnished whenever requested.

The name BAIRD'S on a container of disinfectant means not only that it is a certified product, but one which represents over a quarter of a century of manufacturing experience and technical skill . . . insuring uniformity of composition . . . uniformity of quality . . . uniformity of result. BAIRD'S Certified Disinfectants dilute readily with water to form rich, milky emulsions.

Whether your disinfectant requirements are large or small, or whether the coefficient is two or twenty or any intermediate strength, let us figure with you. Samples will be submitted for your inspection, and we will be glad to give you the benefit of our many years of experience as specialists in this line.

Cresylic Acid Animal Dips Household Insecticides

Made Right—Priced Right

BAIRD & MCGUIRE, INC.

Manufacturers of

Certified Disinfectants
and Quality Sanitary Products

Holbrook, Mass.

St. Louis, Mo.



Warehouse stocks at convenient points throughout the country.

Say you saw it in SOAP!



INSECTICIDE AND DISINFECTANT REVIEW

Official Publication of *The Insecticide and Disinfectant Manufacturers Association.*
Harry W. Cole, Holbrook, Mass., Secretary.

Label Nomenclature

A BULLETIN was issued late last month by the Secretary's office of the Insecticide & Disinfectant Manufacturers Association calling attention to a number of points about which caution is recommended in the nomenclature of container labels for disinfectants, germicides, and kindred products. The bulletin is published elsewhere in this issue and as it is based on recommendations contained in correspondence between the officers of the Food and Drug Administration of the Department of Agriculture and the Secretary of the Association, it deserves the careful attention of all manufacturers of disinfectants, sheep dips, cattle sprays, and the like.

Makers of disinfectants are cautioned against suggesting the use of their product against the influenza germ as this germ has never been isolated and is unknown. Glycerine in saponified cresols should be so declared and indicated as inert matter on the labels. The recommendation of "sprinkling" on of a disinfectant for disinfection of garbage piles, manure piles, garbage cans, etc., is liable to cause trouble as this method is not effective in killing germs. The Association suggests the words "wash," "scrub," or "flush" depending on circumstances. Where spraying is correctly and thoroughly done, it is effective, so the suggested use of this method should be modified accordingly.

Attention is drawn to the fact that where the company name appears on a disinfectant label it is necessary to indicate whether that is the name of the maker or distributor. This is in accordance with the Insecticide Act of 1910. The name should be preceded by "manufactured by" or "manufactured for" or "distributed by" according to which one applies to the case in question.

These are points to which the Food and Drug Administration is giving particular at-

tention at this time, and it is probably to the advantage of disinfectant manufacturers generally to check up on their own labels to see if they are in accord with the ideas of the Administration.

About Red Squill

In the last issue of *Soap*, the statement was made regarding red squill that "it has the disadvantage of being equally poisonous to domestic animals, perons, etc. as to rodents." This was an error from the practical angles of the manufacture of rat poisons from powdered red squill. In the quantities ordinarily used for rat poisons, the material is not poisonous to domestic animals or people. In larger doses, it could not be fatally poisonous because of the quick emetic effects which it produces thus protecting automatically the person or animal to whom it might be administered. The technical authorities of the Department of Agriculture recommended squill for rat poisons and class it as non-poisonous for this use. This statement will probably clear up any misunderstanding which may have resulted from the two conflicting statements in *Soap*.

In a newly patented pyrethrum insecticide the active principles of the pyrethrum are extracted by treating the vegetable with a solvent which is miscible with water and which does not hydrolyze the principle, such as pyridine or ethyl lactate, or by extracting with a hydrocarbon such as petroleum ether and then dissolving the extract with pyridine.

Sodium silicofluoride is said to be more effective for moth-proofing than sodium fluoride of twice the concentration of solutions of the former salt. The only urea derivatives found useful for the purpose contained sulfur and one free amido group. *Ind. & Eng. Chem.* 21,1187-95 (1929)

The Insecticide and Disinfectant Manufacturers Association

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Membership

Active—Open to manufacturers and wholesale distributors of disinfectants, germicides, deodorants, insecticides, liquid soaps, polishes, and allied products. Dues—\$75.00 per year.

Associate—Open to firms supplying raw materials, containers, equipment, etc., to the membership. Dues—\$50.00 per year.

For further details, communicate with

**INSECTICIDE & DISINFECTANT
MANUFACTURERS ASSOCIATION**

Harry W. Cole, Secretary
HOLBROOK MASS.

Notes of the Trade

C. A. Straw, chief of the legal division of the Standard Oil Development Co., a subsidiary of the Standard Oil Co. of N. J., and who acted as chairman of the Defense Committee in the Terry Fly Spray litigation, which in the U. S. District Court ended with a decision for the defense, is now back at his desk for a few days each week after a prolonged illness. Roger Chew, who also aided in the Terry case, assistant to Mr. Straw, has been away ill for the past six weeks.

Peter Dougan of Merck & Co., Rahway, N. J., and chairman of the Committee on Disinfectants of the Insecticide & Disinfectant Manufacturers Association will head a committee which will visit officials of the Food and Drug Administration in Washington later this fall with a view to advocating that all disinfectants be required to carry a statement of phenol coefficient determined by some recognized method on the label of the container. This is in accordance with the majority report rendered by the Disinfectant Committee at the last meeting of the Association in Chicago.

Evans E. A. Stone, president of William Peterman, Inc., New York, and first vice president of the Insecticide & Disinfectant Manufacturers Association, represented that Association at a trade practice conference between members of the U. S. Federal Trade Commission and representatives of American industries held at Niagara Falls, Ontario, Canada, on Sept. 25.

The National Institute of Health is the new name of the Hygienic Laboratory of the United States Public Health Service. It is still a part of the Public health Service. The infectants will still continue to carry the same Hygienic Laboratory Method for testing disinfectants.

A moth-proofing composition, said to be suitable for treating wool or other materials comprises the addition compound of boron fluoride and acetophenone, together with benzene. U. S. Pat. No. 1,757,222.

Comments on Moth Proofing Methods

THAT mothproofing is an essential feature of the carpet cleaner's business and that the protection also of clothes, blankets, furniture, and the like against moth damage is just as important as the cleaning operation itself, has been contended by E. M. Hubachek in the *National Cleaner and Dyer*. Rug scouring, dry cleaning of garments or blankets, and similar operations go hand in hand with both killing off the moth and his larvae and of protection against future infestation, it is contended. The housewife does not do a sufficiently thorough job in moth elimination or moth prevention. She will use insufficient quantities of naphthalene, spray or other preparation and will blame the ineffectiveness of the product which she uses and not on her own misuse of the product. It is recommended therefore by Mr. Hubachek that the dry cleaner go into the moth-proofing business on a broader scale, that he not only make it a part of his regular cleaning work on woollens and rugs, but that he also introduce a service for going into the home with portable moth-spraying equipment and do a scientific and complete job in moth-proofing and preparation for storage. This has a rather interesting angle for the manufacturer of insecticides, and naphthalene and paradichlorobenzene. It might mean another outlet for the consumption of regular insecticidal products in quantity.

Placing the annual losses in the United States as a result of insect depredations at two billion dollars, Mr. Hubachek states that without question millions of dollars worth of this are directly the work of the common clothes moth. He says that housewives buy annually some twenty million pounds of naphthalene in the form of flakes and balls and large quantities of other moth remedies of more or less effectiveness. He urges the dry cleaner to go into this business, to make a specialty of demothing and mothproofing everything in the household and to become a

mothproofing specialist as a feature of his business which should return a very good margin of profit. There is the germ of an idea here for the insecticide manufacturer in looking forward now to the 1931 spring season. Perhaps it is a field which should receive some additional attention this season from the manufacturer.

In discussing the various chemical products on the market which are used for mothproofing, Dr. William Moore's standard of requirements was quoted, and summarized the needs as follows. The product (1) must be odorless, (2) must adhere evenly to fibre like a dyestuff, (c) must be unrecognizable on the fibre, (d) must not dust or rub off, (e) must not affect adversely the physical properties of the textile, (f) must be soluble in inexpensive organic solvents, (g) must have no injurious physiological action, that is, non-poisonous to humans and animals, (h) must repel clothes moths, (i) cost must be reasonable from the industrial viewpoint. This standard applies equally to the dry cleaner or the rug cleaner. It is pointed out that in the shampooing of a rug for example, the use of a water-soluble mothproofing material might be effective, although fluorides or fluorsilicates are not mentioned by name. Until recent years, it has been difficult to find a repellent which did not have a bad odor or were not toxic to humans. The various alkaloids of cinchona bark such as quinine, cinchonidine, conchicine, quinidine, etc., are not mentioned by name, but Mr. Hubachek goes on to tell something about the discovery and usage of Eulan and Konate.

"Eulan is the product of an internationally known firm of chemists. We have learned to recognize the importance of knowing the standing of the manufacturers whenever we are deciding the value of a product and in the case of Eulan there is the dependability of a famous name. (Friedk. Bayer & Co., Berlin.)

It was invented, or should we say discovered, in 1914 and is considered a permanent mothproofing chemical for use on wool goods.

COAL TAR DISINFECTANTS

Uniform! Reliable! Standardized!

Producing our own raw materials, compounding and testing them in our own plants and laboratories, enables us to guarantee Dependable Disinfectants of both *soluble* and *emulsifiable* types.

Our soluble disinfectants form clear pale solutions and our emulsifiable ones form rich milky solutions; free from deposit . . . when diluted with water.

FROZEN TAR ACID OILS

10% to 40% Strength

Appropriate for the manufacture of disinfectants free from naphthalene deposits. When properly compounded will yield white emulsions.

Samples, prices, and full information furnished gladly on request.

KOPPERS PRODUCTS COMPANY

Koppers Building Pittsburgh, Pa.

TAR PRODUCTS CORPORATION

Providence Rhode Island

THE WHITE TAR COMPANY OF NEW JERSEY, INC.

Belleville Turnpike Kearny, N. J.

Divisions of The KOPPERS COMPANY

KOPPERS

Disinfectants

Coal Tar Disinfectant
(Coefficient 220)

Tar Acid Oils

Tar Acid Disinfectant

(Liquor Cresolis Compositus
U. S. P. and Soluble Cresylic
Compounds)

Animal Dips

Cattle Sprays

Cresol U. S. P.

Cresylic Acid

Light Oil Distillates

(Benzol, Toluol, Xylol, Solvent
Naphtha)

Wood Preservatives

Agricultural Chemicals
(Ammonium Sulphate, Flotation Sulphurs)

Naphthalene

(Moth Balls ... Flakes ... Crude
and Refined ... All Kinds)



These products can be bought by the can or carload—put up as your own brand or shipped in bulk.

COAL TAR PRODUCTS

Say you saw it in SOAP!

Treatment with this substance renders rugs and carpets immune from attacks of moths. More than that, fabrics treated with Eulan solution will, the manufacturers assert, resist the effects of dry cleaning, steaming, decatizing, hot pressing and exposure to sun, rain and salt water without impairing the effectiveness of the Eulan mothproofing treatment. Not all these things are of vital importance to the carpet cleaner, but at least they emphasize the effectiveness and lasting qualities of the chemical.

It is a colorless, odorless, non-poisonous powder, readily soluble in cold water. In the case of the carpet cleaner it can be applied directly after rinsing. Those who squeeze rolls will find that the extraction of the rinsing water by that method will effectively counteract any possible dilution of the Eulan bath. Both sides of the rug should be thoroughly saturated with the solution and after application the usual drying method can be followed. The liquor extracted from a rug after a Eulan bath can be kept for future use because Eulan does not exhaust. The powder is inexpensive; when the proper preparations have been made it is simple to apply and it apparently fills all the requirements of a practical mothproofing chemical for the carpet cleaner to use. It is non-flammable and is said does not effect the appearance, handle, shade or durability of the fabric to which it is applied.

ON the other hand Konate is equally worth consideration. It is a new product, but again, it is one which has the backing of a noteworthy firm of chemists. It is a product of the American Cyanamid Company.

Konate has an interesting history. In 1921 nine dry cleaners organized themselves into a society to improve the technique of the dry cleaning industry. It is called the Munda-technical Society of America and through it two chemists were employed on a multiple fellowship at the Mellon Research Institute in Pittsburgh.

The most important problem that was assigned to these chemists was to work out a liquid for use by dry cleaners to render woollens immune from damage by moths. To be applicable for dry cleaning use, it is necessary that a mothproofing material be soluble in naphtha, the ordinary dry cleaning agent. After a number of years of exhaustive research, the chemists found a material which

they felt met all requirements. The compound was named Konate.

Although Konate was originally developed for the benefit of the dry cleaning industry, it is of tremendous interest to carpet cleaners who consider a spray the simplest method of applying and who prefer a naphtha solution. It is said that a rug sprayed with Konate sufficiently to give it a light wetting will be adequately protected, since the naphtha carries the alkaloid evenly and thoroughly through the fabric. As we found in the case of Eulan, Konate is colorless, odorless and non-toxic and has all the other qualities which are considered essential in a mothproofing chemical.

OF course, there are many other moth repellents on the market. We have discussed only the two prominently popular today. The whole matter has many sides to it but it is certainly time to cash in on the general war against the *Tineola Biselliella Hum.* That worm has had its day. If you are not developing your mothproofing service, not pushing it hard, then you are missing an opportunity. Housewives are ready for it, chemists have developed the means and you are handling fabrics that attract moths. What more can be said about it? There is hardly room for argument but there is room for investigation because even mothproofing, which seems to be so simple, and so necessary cannot be gone into blindly if it is to be a profitable thing.

That the demand for mothproofing and moth eradication is tremendous and that this demand is not receiving the attention which it deserves from the average manufacturer of insecticidal products except through the sale of retail packages, seems obvious to the casual observer. There is a potential market for effective products through the dry cleaning trade and the rug scouring trades, for sales in bulk for service use. That mothproofing services can be built up on a far more extensive scale than they exist at present, not only through the channels mentioned but also through warehousemen and trucking concerns who specialize in handling and storing household goods, among furriers and fur storage concerns, and in other allied lines. It seems to be a field which might be worth further attention during the next season.

WHAT DO YOU GET?

A given lot of Pyrethrum may contain anywhere from no toxic strength up to a very high percentage.

It can represent real value or merely so much fibrous material.

For a number of years, we have stressed that Pyrethrum cannot be judged on appearance or trick phrases.

Years ago we provided facilities for the adequate determination of our

INSECT **POWCO** POWDER BRAND REG. U.S. PAT. OFF.

In the course of these investigations we have uncovered a wealth of new data in fields not covered by other investigators.

All scientific data must bear the test of time and practical correlation. Little twists that might be overlooked by the purely scientific investigator may have a direct bearing on the effectiveness of your finished insecticide.

POWCO BRAND Insect Powder is a tested product—*both chemically and entomologically.*

JOHN POWELL & CO., INC.

SPECIALISTS IN PYRETHRUM

114 E. 32ND STREET NEW YORK CITY

Say you saw it in SOAP!

Disinfectant Labels

*And Other Subjects Discussed in Association
Bulletins Sent Out by Secretary H. W. Cole*

THE following information has been sent out to the members of the Insecticide & Disinfectant Manufacturers Association in bulletin form by Secretary Harry W. Cole during the past month: "The Food and Drug Administration, U. S. Department of Agriculture, according to correspondence which has recently come to our attention, cautions disinfectant manufacturers against making claims for their product against the germ which causes influenza. Some time ago it was reported that the bacillus of influenza had been isolated. Later it was vigorously denied. Until such time as the germ is definitely isolated, no manufacturer can with certainty say that his product will kill or prevent its spread. Therefore if your label contains any statement relative to influenza or its prevention, in the light of present information, it is risky to use it. It is much better to remove it—now. Disinfectant manufacturers who are selling Cresol Compound, either U. S. P. or technical, should determine the glycerine content and declare it as an inert ingredient on the label, along with whatever water the compound contains. When recommending the disinfection of stables, kennels, stock-cars, stock-pens or buildings used to house live stock, it is well to suggest on the label that "surface dirt and filth should first be removed" for no disinfectant can be depended upon to effectively penetrate accumulations of dirt. You won't likely go wrong if you frequently use the phrase "Repeat as often as is necessary" in connection with the directions for use you recommend on the label.

In directing how a disinfectant should be used, the word "sprinkle" is to be avoided. Sprinkling a garbage can, for instance, with disinfectant will not prevent putrefaction of food nor odors arising from it, neither will sprinkling a manure pile tend to retard the breeding of flies or other insects. It is much better to use such words as "wash," "scrub" or "flush," depending of course upon the cir-

cumstances. Spraying is effective if it is thoroughly done.

So many disinfectant and insecticide manufacturers and distributors are overlooking that portion of the Insecticide Act of 1910 which requires that the firm or company name appearing at the bottom of the label should be preceded by suitable wording to indicate whether they are the actual manufacturers of the product or are distributors. If you actually make the goods you sell, your label should state "Manufactured by." On the other hand, if you buy your products from some one else and market them under your own label, you should say "Manufactured for" or "Distributed by" or words of similar import.

The name of the Hygienic Laboratory of the United States Public Health Service has been changed by an act of Congress to The National Institute of Health. Upon learning of this, we communicated with the Surgeon General to inquire whether this change would affect the name of the bacteriological method known as the Hygienic Laboratory test. The Assistant Surgeon General is of the opinion that the test will continue to be known under the name of Hygienic Laboratory."

Phenol Coefficient Labels

IT has come to our attention that the Food & Drug Administration of the U. S. Department of Agriculture is not exactly satisfied with the method which manufacturers have used for many years in declaring the coefficient of their disinfectants.

For some little time it has been known by our members that the Administration regarded as too broad such a claim as coefficient 16 to 20. It has been held to be equally misleading to claim a coefficient of 4 to 6, or 2 to 4. In this we believe that all fair-minded manufacturers of disinfectants will be in ac-

UNCO Lilacena

In Your New 1931 Fly Spray Odor—

offers a number of opportunities to improve the odor of your product without any increase in cost. In a fly spray, it gives the true lilac fragrance combined with unusual strength and covering power. It has the advantage of a quickly vanishing odor when sprayed.

UNCO LILACENA

because of its low perfuming cost has a wide variety of uses, especially in fly sprays, liquid soaps, and allied products. If you are looking to the improvement of your spray products for the 1931 season, now is the time to try out Lilacena with a view to adopting it.



UNGERER & CO.

NEW YORK

cord. To employ such loosely coupled claims indicates that the real coefficient is not known, but is merely guessed at.

Now the Administration goes a step further. It is of the opinion that the sliding scale of declaring phenol coefficients is wrong, and that wherever a coefficient is stated on the label, the minimum strength only should be mentioned. As an example: let us say that a disinfectant is sold under a guarantee that it is between five and six times the strength of pure carbolic acid, when tested against B. Typhosus according to such-and-such a method. The Administration's view is that if a phenol coefficient is stated at all, it should be shown as coefficient 5, and not as 5 to 6, and that the directions for use should be based upon a strength of five.

Bacteriologists well know that the strength of different lots of the same disinfectant will vary. For instance, if you manufacture a disinfectant with a coefficient of five, you may find one lot to show a strength of 5.8. The next lot may show 5.3 and the following lot 5.6. Because of this variation, it has been the custom to declare the coefficient as 5 to 6. However, in figuring dilutions, you base them on a coefficient of 5, and thus protect yourself as well as give your customers the benefit of any doubt.

We do not know how our disinfectant members will regard this attitude of the Administration. We bring it to your attention with the request that you give it careful consideration. We had always supposed that when a manufacturer kept the variation in his phenol coefficient within a point, such as 5 to 6, he was showing an honorable intent and was passing along to his trade substantially the same information he got from his bacteriologist. It is to be admitted that if the coefficient is between five and six and the manufacturer directs that the product shall be used in a dilution based on coefficient six, that the emulsions or solutions will be weaker than they should be, and this is, of course, to be avoided. If, however, the maker of the disinfectant figures his dilutions according to the minimum strength, is he not correct in stating that the coefficient is 5 to 6, if in fact that be the case? We would like to have your reaction to this and anything you may care to say will, if desired, be held in confidence.

Adulterating Pine Disinfectants

NO doubt every member of our Association has seen from time to time the advertising or circular letters of merchandise brokers or jobbers who offer bases from which pine oil disinfectants can be made, and have noted in connection with some of these offerings the significant statement that it is possible to add water and kerosene in varying proportions.

We have spent considerable effort thus far in trying to keep the industry free of deception, intentional or otherwise, but just when we felt the situation was fairly well in hand some new evidence crops out to show that certain types of merchandisers will be good only as long as it pays them to be good.

Readers of the type of advertisements and circular letters referred to need hardly be told of the motive which lies behind an announcement that it is possible to add water and kerosene to the product. It is quite obvious that the more inert substances that are added to a material like pine oil or pine oil disinfectant, the cheaper the article becomes. It follows, too, that the cheaper the material is, the less is the sales resistance.

Until the last few years most people had an idea that pine oil disinfectants had limited germicidal value. Many manufacturers sold it only as a deodorant. Then a prominent producer of pine oil, a member of our Association, spent a comfortable fortune in research to find out what pine oil would do when made into a disinfectant. The results of this research have been made public and show that pine oil disinfectants will kill a wide variety of disease-producing organisms.

It is generally known that pine oil disinfectants cost more to produce than do some other disinfectants of like strength. Therefore they are sold at a somewhat higher price. As might be expected, some "genius" discovered a way to overcome this obstacle—by the addition of water and kerosene. It has seemingly meant little to some people whether this constituted adulteration. Apparently the big thing was to meet competition and make the sale. The advertiser or circular letter writer, in the cases referred to, may claim that they do not advise their customers to adulterate their product. We do not say that they do. We do claim, however, that it is an evil practice to tell the customer how it may be cheap-

WITH ANY INSECTICIDE ONLY THE KILLING POWER COUNTS!

WHETHER LIQUID OR POWDER—THE CONSUMER
ASKS ONLY ONE THING—WILL IT KILL THE INSECT?

Every day brings a new theory with a scientific claim for the strength of some particular insecticide product. Theories are advanced that the strength is indicated by oleoresin content; by pyrethrin content, etc. We regard these as confusing. Several well known methods of determining Pyrethrin content are now in vogue; authorities, however, distinctly disagree upon a method that is reliable.

We Rely Finally Upon Killing Power!

Many flowers with high oleoresin or pyrethrin content vary greatly in results. The selection of full strength insect flowers—followed by tests for the insect killing strength (known as the physiological test) removes all doubt regarding quality.

The Product That Actually Kills The Insect— Is The One You Want

PYRETHRUM EXTRACT

(CONCENTRATED)

PYREFUME is a concentrated extract of selected, tested insect flowers, made in a strength of five times the accepted standard for fly and insect sprays.

By scientific methods, the full insecticidal value of the flowers is obtained.

PYREFUME is tested and is of true high killing power.

Without the aid of machinery or apparatus—a standard fly spray may be immediately produced by the wholesaler or manufacturer, bearing a

WIDE MARGIN OF PROFIT

Packed in 55-Gallon Steel Drums
10 Gallon (2-5 gal. tins) Cases

Write for samples and further
full information

ORDERS CAN BE EXECUTED
IMMEDIATELY

PYRETHRUM POWDER

(INSECT FLOWERS)

FINE—FOR DUSTING
COARSE—FOR EXTRACTION

We are among the heaviest importers of flowers. We test our importations—physiologically as well as chemically.

We grind exclusively in our own mills and can therefore guarantee purity.

We carry in stock five varieties of flowers, namely:

DALMATIAN (Closed)
DALMATIAN (Half-closed)
DALMATIAN (Open)
JAPANESE (Always half closed)
TURKISH

ALL VARIETIES ARE TRUE TO TYPE

Protect your **PYRETHRUM** product by purchasing material that has been tested for definite killing power.

Packed in barrels, kegs and boxes.

Write for prices, spot or on contract

S. B. PENICK & COMPANY

LEADING CRUDE DRUG IMPORTERS AND MILLERS

Mills and Factory:
WEEKHAWKEN, N. J.

Offices: 115 Fulton St.
NEW YORK, N. Y.

Mills and Warehouse:
ASHEVILLE, N. C.

Say you saw it in SOAP!

ened by the addition of substances that are clearly inert and of no value as germicides, and thus not only deceive the consumer but bring into disrepute the entire pine oil industry.

We have this prediction to make: Unless the offender voluntarily puts an end to this unfair practice, he will find that before a great while he will eliminate himself entirely as a source of supply. The Food & Drug Administration of the U. S. Department of Agriculture is keeping a sharp watch on those merchandisers who elect to move their goods at cheap prices made possible by adulteration, the Federal Trade Commission is carefully reviewing false and misleading claims in advertising, and reputable manufacturers are bending every energy to bring to justice those in this line who are, for personal gain, defrauding the consumer.

Personal Activities

Dr. George Reddish, Chief Bacteriologist of the Lambert Pharmacal Co., St. Louis, who has been abroad since June, recently returned, and Dr. Dreyfus, Director of the chemical laboratories of the West Disinfecting Company, Long Island City, New York, who has been in Europe since May, is due home about this time. Also Mr. M. M. Marcuse, the President of the West Disinfecting Co. and Mr. C. H. W. Hasselriss, Director of the Ratin Laboratory, New York City, who has been in Denmark this summer. There are a number of others who have paid visits to the "old country." A still larger number of our members have been vacationing at distant points in the United States, judging from the collection of post-cards on our desk. We hope all had a good time and are prepared for the active fall season ahead.

The United States Department of Agriculture has issued a Technical Bulletin No. 198 under the caption of "Relative Insecticidal Value of Commercial Grades of Pyrethrum," which should be of particular interest to our insecticide members. Copies may be had upon application to the Superintendent of Documents, Washington, D. C. The price is 5c. (Published in full, Aug. 1930 issue *SOAP*.)

There is to be a general meeting at Niagara Falls, Ontario, Canada, on the 25th of this month of all who are interested in fair trade practices in general and the activities of the Federal Trade Commission in particular.

This is a "follow-up" meeting to the one held at Washington on July 24th last. Our Association will be represented.

There has been little legislative activity during the summer, aside from attempts made here and there to strengthen state foreign corporation laws. In general it may be said that if you do not have an office or a warehouse in another state, or do not have salesmen soliciting orders which they turn over to local jobbers to fill, there is little in these foreign corporation acts to interest you.

The Food, Drug & Insecticide Administration at Washington has somewhat simplified its name by dropping the word "Insecticide." Hereafter it will be known as the Food & Drug Administration. This is not to be taken to mean, however, that the Department has lost its interest in insecticides or that it will cease to regulate their sale. While our members have been vacationing, the Department has been busily at work. More about this later.

Insecticide Tariff

Philip C. Friese, General Counsel of Messrs. McCormick & Co., Inc., Baltimore, Md., has sent us the following copy of an official announcement by the Governor of the Colony of British Honduras, in which we feel our insecticide members will be particularly interested. The announcement reads: Order made by the Governor in Council under the Customs and Excise Duties Ordinance, 1929 (No. 19 or 1926). Whereas section three of the Customs and Excise Duties Ordinance, 1929, reads as follows: 3. The goods, wares, and merchandise enumerated in the Second Schedule to this Ordinance which shall be imported into this Colony shall be exempt from the payment of duty. And whereas item sixty-seven of the Second Schedule to the said Ordinance reads as follows: 67. Other Articles not exempt from duty which may be exempted by order of the Governor in Council. And whereas on the ninth day of April, 1930, the Executive Council advised that "Flit" and other insecticides used for spraying be exempted from the payment of Import Duty: Now therefore I, John Alder Burdon, Governor of the Colony of British Honduras, by and with the advice of the Executive Council do hereby order that "Flit" and other insecticides used for spraying be exempted from the payment of Import Duty.

The latest
in
COLOROMES

The newest
addition to
Coloromes
Series F

MADERAS

Send for a sample of
this new COLOROME
to try out yourself.

FELTON CHEMICAL CO.

Incorporated

601 Johnson Avenue
BROOKLYN, N. Y.

Say you saw it in SOAP!

Insecticide and Disinfectant Makers To Meet Dec. 8, 9, 10

THE seventeenth annual meeting of the Insecticide & Disinfectant Manufacturers Association will be held at the Hotel McAlpin, New York, on Dec. 8, 9, 10. The meeting will open at 9:00 A. M. Monday morning, Dec. 8 and extend for two and a half days, closing at noon Wednesday. The annual banquet will be held as in the past on the evening of the second day of the meeting which this year will be Tuesday, Dec. 9. The announcement of the annual meeting was made following a meeting of the Board of Governors of the Association at the Hotel McAlpin on Oct. 8.

The convention this year will be about equally divided between a discussion of scientific and commercial problems with a number of prominent speakers planned for, including several representatives of Government departments, according to the Board of Governors. The program will be in charge of the committee headed by E. B. Loveland of Stanco, Inc., New York. The general entertainment program will be in charge of Samuel H. Bell of the Koppers Products Co., Pittsburgh, chairman of the committee, assisted by Grant A. Dorland of *Soap*. This committee will also have charge of the banquet and daily luncheons. The Board of Governors announced a price of fifteen dollars per person to cover convention registration, the annual banquet and luncheons, and separate prices of ten dollars for the banquet and \$2.50 per luncheon where separate tickets are purchased. General convention arrangements are in charge of the association secretary, Harry W. Cole.

Chairman of the Program Committee, E. B. Loveland is sending a letter to the members of the Association requesting their suggestions for subjects and speakers to be included in the program, and has especially requested that all members aid the committee by making suggestion as soon as possible by writing in their views to the chairman.

Association Board Meets

The Board of Governors of the Insecticide & Disinfectant Manufacturers Association held its regular fall meeting at the Hotel McAlpin, New York, on Oct. 8. Those members of the Board who attended were Dr. Robert

C. White, president, Robert C. White Co., Philadelphia; Harry W. Cole, secretary, Baird & McGuire, Inc., Holbrook, Mass.; Evans E. A. Stone, vice-president, William Peterman, Inc., New York; C. P. McCormick of McCormick & Co., Baltimore; E. B. Loveland of Stanco, Inc., New York; H. W. Hamilton of Koppers Products Co., Pittsburgh; Robert J. Jordan of William E. Jordan & Bro., Brooklyn; Karl Dolge of C. B. Dolge Co., Westport, Conn.; Peter Dougan of Merck & Co., Rahway, N. J.; C. C. Baird of Baird & McGuire, Inc., Holbrook, Mass.

At the meeting, the Board decided upon the time and place for the annual convention to be held in December. Evans E. A. Stone who represented the Association at two trade practice conferences held recently at Washington, D. C., and Niagara Falls, Ont., in conjunction with the Federal Trade Commission, reported on the conferences. Those who attended included executives of numerous trade associations which had held trade practice conferences or else had an accepted code of ethics.

A committee composed of Peter Dougan and C. C. Baird was appointed to call upon officials of the Food and Drug Administration in Washington with a view of urging an amendment to the Insecticide Act of 1910 covering the labelling of disinfectants and requiring that the coefficient of all disinfectants be stated on the container. The committee will consult with the officials of the Administration in Washington and report back to the Association at the annual meeting in December.

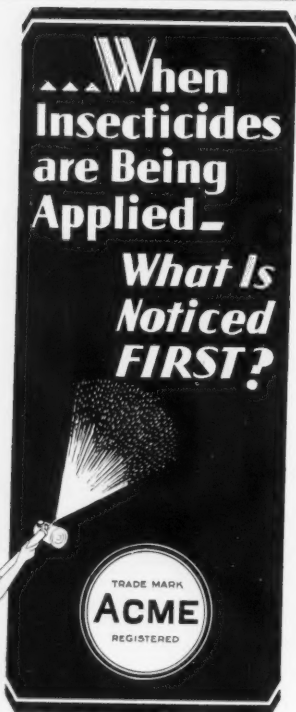
Funds covering advance expenses in conjunction with the annual meeting were appropriated by the Board for the Program, Entertainment and Publicity Committees.

Arthur Ponder, general manager of the Dominion Tar & Chemical Co., Montreal, and well known in disinfectant circles in the United States, is the father of another boy born late in September.

Exports of metal and stove polishes from United States totaled 82,476 lbs., worth \$14,315 in July, 1930, as against 112,010 lbs., worth \$20,297 in the same month of the previous year.

**When
Insecticides
are Being
Applied—**

**What Is
Noticed
FIRST?**



The SPRAYER Comes FIRST

It makes no difference how effective the insecticide or repellant may be, it **MUST** be correctly applied if the results are to be the **BEST**. The better the sprayer, the better the customer will like the product. That is the rule.

Acme Makes Sprayers to Fit Every Requirement

Over fifty years in the business has eliminated all risk and experiment in **ACME** products. The very height of perfection has been attained. Every sprayer carries a

money-back guarantee of satisfaction. If it isn't in our regular line, we can build a sprayer to fit **YOUR** needs.

Our No. 200 sprayer is a leader. Special drip cup feature; air and spray tubes coordinated to produce a mist or fog that hangs in the air longer; special processed leather plunger, etc., etc. Tell us your needs. Write for samples and prices.



Potato Implement Company, Dept. 34

TRAVERSE CITY, MICHIGAN

Say You Saw It in SOAP!

THE average business house receives a great many inquiries for its products or service every year which cannot be attributed to any special source. A vast majority of these probably originate from some form of advertising but, due to the general tendency toward not mentioning the names of publications, cannot be directly traced.

A short time ago a manufacturer, using space in this magazine, received a number of inquiries during the week following publication. All were for a product which was advertised exclusively in **SOAP**. Not one of the letter-writers, however, mentioned **SOAP**, although all of them wrote because they saw the advertising in the magazine.

When you write to a manufacturer of raw materials or equipment, in response to advertising in this publication, say you saw it in **SOAP**. The advertiser will appreciate it—and so will we!

The Publishers

Say you saw it in **SOAP**!

Liquid Insecticide Exports

Exports of liquid household insecticides from United States during July, 1930, totaled 1,014,995 lbs., valued at \$311,774, as compared with 1,588,379 lbs., worth \$451,813, in the same month of last year. Powdered and paste insecticides contributed another 42,351 lbs., worth \$11,291, in July, 1930, as against 43,576 lbs., worth \$10,696, in July, 1929. Exports of disinfectants, deodorants, germicides, antiseptics and similar preparations totaled 117,217 lbs., valued at \$24,551 in July, 1930, as against 212,435 lbs., worth \$34,674, in July, 1929.

Koppers Construction Co., Pittsburgh, is aiding the United Chemical Industries of the Soviet Union in the installation of a tremendous coking plant at Magnitogorsk, Russia. The capacity of the plant will be 2,500,000 tons of coke plus by-products.

Exports of floor, wax, wood and furniture polishes from United States amounted to 142,092 lbs., worth \$27,612, in July, 1930, as against 128,633 lbs., valued at \$29,627, in July, 1929.

It is said that an oil emulsion spray should possess high insecticidal value and a wide margin of safety to plant life, must be available in abundant quantity at a cost commensurate with the benefits derived, and should be stable chemically and uniform in quality. *Calif. Dept. Agric. Monthly Bulletin* 19,389-405 (1930)

A concentration of 0.008 lb. of naphthalene per 1000 cubic feet of space, maintained constant in a suitably designed fumigation chamber for eight hours at 30.6° C. and 60% relative humidity will satisfactorily control red spider mites, cyclaman mites and trips. Practically all plants are tolerant to such dosage. *J. Econ. Entomol.* 23,608-18 (1930).

Exclusive representation in Syria, Palestine, and the Dutch East Indies for the products of Bauer & Black, division of Kendall Company, Chicago, has been awarded Muller & Phillips, 1 Park Avenue, New York City.

Canada Creosote Consumption Up

The consumption of creosote oil in Canada in 1929 attained the record figure of 10,000,000 gallons. Coincident with the larger consumption, domestic production registered a 20 per cent advance to 9,031,500 gallons, as compared with the 7,552,770-gallon output of 1928. In 1929 Canadian exports registered a slight decline to 1,025,223 gallons, valued at \$160,543, from the 1928 figure of 1,150,766 gallons, invoiced at \$188,191. This decrease was not only in consequence of the expansion in domestic demand, but also was a result of the decreasing dependency on foreign sources of supply of markets in the United States, which reduced total creosote-oil imports to 79,300,575 United States gallons from 88,385,074 in 1928. Not only does the United States receive all the Canadian exports of creosote oil, but it also is a source of supply for over half of the Canadian imports of the product. In fact, it is believed that Canada is the best market for creosote oil from the United States. Despite the expansion in Canadian production in 1929, the proportionately greater gain in consumption necessitated larger imports. The United States supplied 1,299,934 gallons of these requirements, as compared with 1,129,449 gallons in 1928.

Champion Mfg. Co., Indianapolis, Ind., makers of mops and mop heads, have recently started manufacturing a general line of sanitary products, which will be marketed to the jobbing trade. Mr. U. E. Bethel is President, Mr. E. E. Evans, Secretary and Mr. W. S. Poling, Treasurer. The company was established in 1900.

Franklin H. Bivins, of the staff of Foster D. Snell, consulting chemist, Brooklyn, has been elected to the Board of Directors of the Puritan Soap Co., Rochester. Mr. Bivins has been in charge of manufacturing operations at that plant for the past 18 months, during which time their line of products has been greatly increased and production methods standardized.

The Chicago Drug and Chemical Association held its first fall meeting at the Hamilton Club on Thursday, September 25th.

"EVERGREEN PERFUMES" for Soaps, Sprays, Deodorants, etc.

"EVERGREEN" concentrated oils for cake soaps, liquid soaps, theatre sprays, insecticides, para and related sanitary products are backed by 31 years of compounding experience. Besides having a complete array of standard oils for this type of perfuming we are equipped to work out specialties designed for your particular use. May we be of service to you?

EVERGREEN CHEMICAL CO., INC.

160 FIFTH AVENUE

NEW YORK

The Newest for *PARA BLOCKS*



A NEW fully automatic machine especially for pressing para blocks . . . 50 to 75 per minute . . . adjustable for one to eight ounce blocks, any shape . . . makes perfect blocks . . . same die can be used for various weights of blocks to any degree of hardness with uniform density throughout . . . hopper holds 200 pounds of crystals . . . the last word in equipment for small para blocks . . . several now in use . . . can be used to make blocks of other crystalline and powdered products . . . send for samples of blocks and details about the machine.

MARKO MACHINE CO.

549 West 52d St.

New York

Say you saw it in SOAP!

Zobel Plant Burns Down

Ernst Zobel Co., Brooklyn, makers of coal tar products and dry colors, suffered loss of its two-story frame factory and two adjoining one-story warehouses in a fire which started early in the morning of Sept. 19, as the result of a vat boiling over. Drums of turpentine and benzine stored in the warehouses burst into flame with tremendous explosions which brought out hundreds of sleepers to watch the fire. Two alarms were turned in, and it was necessary to call in a fire boat before the blaze was put under control. Damage was estimated at \$50,000. Only one man, the vat tender, was injured, he being treated for burns. Other workers escaped injury.

The name of the Food, Drug & Insecticide Administration of the Department of Agriculture which has supervision over enforcement of the Insecticide Act where insecticides, disinfectants, and allied products are concerned, has been changed to read Food and Drug Administration. The change has been merely in the interests of simplification of the name and no change in the field of operations is contemplated.

Hercules Powder Co., Wilmington, recently issued an eight page folder entitled "Why Pine Oil Should Be In Every Home." O. A. Pickett, of the Hercules experimental station, author of the article, outlined the household uses for pine oil which include its use in medicinal first aid, detergent aid in conjunction with soap, and as a dry cleaning agent.

Directors of the American Can Co. recently declared an extra dividend of \$1 a share on the common stock of the company, in addition to the regular quarterly payment of \$1. Earnings per share in 1929 amounted to \$8.02 on the stock outstanding at the end of the year, totaling 2,473,982 shares.

Patented cleansing compositions, said to be especially adapted for cleaning stoves or other hard surfaces, are obtained by mixing a gum, an alkali and a chlorinated paraffine to produce a semi-solid or solid product. Some linseed or similar oil, and rosin or alum or both, may be added. Brit. Pat. No. 329,025.

1930 Pyrethrum Crop Estimate Up

With the beginning of the new crop year in Japanese pyrethrum flowers, users are promised ample supplies of flowers, although there has been no carryover from the 1929 crop. Only 150 tons of the old crop were held in Kobe, and of this none could be exported due to poor quality. The 1929 crop of 14,560,000 lbs. was small, while demand in United States, Japan and Europe was active. In spite of the lack of carryover it seems probable that there will be an ample supply as the crop estimate for 1930 is considerably higher in the previous year.

At a meeting of the pyrethrum flower producers and dealers held in Fukuyama on April 6, 1930, which was attended by 144 members of the trade, the 1930 crop was estimated as follows:

District	Quantity Pounds
Okayama Prefecture	1,216,667
Hiroshima Prefecture	2,833,333
Shikoku Island	1,891,667
Wakayama Prefecture	1,341,667
Hokkaido Island	9,333,333
All others	125,000
Total	16,741,667

The estimate of the 1929 crop was 12,728,700 pounds while the actual production totaled 14,560,000 pounds. Consumption in Japan, which is usually estimated at 5,600,000 pounds, may be slightly larger this year as insecticide manufacturers report good sales owing to the low prices of their raw materials and the consequent lower price of their product. Exports of pyrethrum flowers from Kobe, Japan, to the United States, according to invoices certified at the American consulate at Kobe, during the first six months of 1930 amounted to 2,647,437 pounds, valued at \$405,163, a gain of 10 per cent in volume, and a decrease of \$212,000, or 34 per cent, in value when compared with the exports during the same period of 1929, namely, 2,398,160 pounds, valued at \$616,914. The discrepancy between volume and value was due to the unusually low prices of pyrethrum flowers during the later part of the first half of the current calendar year.

TAR ACID OIL

20% 25% 30% 36%

Naphthalene Free—White Emulsion

SPECIAL OILS

for making DISINFECTANTS complying in

BENZOPHENOL CONTENT

with the

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THE DOMINION TAR & CHEMICAL CO.

LIMITED

424 CANADA CEMENT BUILDING

MONTREAL, QUEBEC

MORTEX PRODUCTS

in bulk to the trade!

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Mortex Theatre Spray

MORTEX Theatre Spray comes in eight different odors, all popular in character and possessing a sweetness rivaled only in the finest French perfumes. The odors last. Since Mortex Theatre Spray contains material heavier than air it replaces foul air and purifies the atmosphere when sprayed in the theatre. This product is not injurious to furniture.

Mortex Disinfectant

We supply Mortex Disinfectant in concentrated bulk form. You can handle this product on a very profitable basis and will find that it will be a good repeater.

Mortex Insecticide

MORTEX Insecticide is supplied to you in bulk and in concentrated form to save shipping costs. This product has real killing power and is priced right.

Let us send you generous samples of these exceptional sanitary products. Jobbers all over the country are handling MORTEX PRODUCTS profitably.

MORTEX PRODUCTS COMPANY, INC.

247 EAST ILLINOIS STREET

CHICAGO

Say you saw it in SOAP!

Offer New Rosin Soap Base

Potassium abietate is now being produced by the Glyco Products Co., Brooklyn, N. Y. This product is a potash rosin soap and is marketed with as low a moisture content as 15%. It is a reddish brown highly viscous paste readily soluble in cold water. It may be used in place of rosin soaps which must now be made by heat under close control. Since rosin soaps are widely used in preparing emulsions for disinfectants, agricultural and other sprays, polishes, cleansers, sizings, textile lubricants, etc. it gives the manufacturers of these products a standardized product which will produce uniform results. It is a convenient starting point for the preparation of precipitated resinates for use as driers, sizes and waterproofings. Its low cost in quantity makes it the cheapest soap available for these and other uses, says the maker. Formulae and other data are furnished by the manufacturer.

Skinner & Sherman, Inc., Boston, consulting chemists and bacteriologists, have issued No. 1 of Vol. VI of their booklet "Business Chemistry." The firm announces the addition to their research staff of Marian Ballou, Frederic E. Seeton, and Frederick White. Burton G. Philbrick, well-known bacteriologist who is an active member of the Insecticide & Disinfectant Manufacturers Association, is a member of the firm.

A paper on "Perfuming Fly Sprays" by Russell B. Stoddard of van Ameringen-Haebler, Inc., New York, read before the last meeting in Chicago on the Insecticide & Disinfectant Manufacturers Association, has been reprinted in pamphlet form and copies are now available by addressing that company at 315 Fourth Av., New York.

National Soap & Chemical Co., St. Louis, recently moved from 2939 Nicollet Ave. to 110 Fifth Ave., S. E. The new location offers trackage and twice the space available at the old quarters which have been used for the past four years.

G. Lee Camp, formerly sales manager of Dow Chemical Co., Midland, Mich., was recently elected a vice-president of Monsanto Chemical Works. He resigned his position with Dow about a year ago due to ill health, and joined Monsanto in July of this year as assistant to the president of the company.

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As PIONEERS

in the development of quality soaps, oils and allied products, we take pride in their enviable reputation for *high quality, constant uniformity and absolute dependability.*

Fifty-three years' experience in the manufacture of these products is the background upon which they are offered to you and your trade. Whatever your requirements may be, we are prepared to meet them to entire satisfaction.

AUTOMOBILE SOAPS

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LIQUID SHAMPOO BASE

Our chemists, skilled in the art of soap making, are trained to meet the most exacting specifications. Every piece of merchandise is laboratory tested before it leaves the plant.

This is your safeguard. Packed under your own private label.

*Manufacturers to
the Jobbing Trade*

The **BROOKS OIL CO.**
CLEVELAND, OHIO

Say you saw it in SOAP!

Breuer's Tornado Electric Sprayers

Have done more to
**INCREASE THE SALE
OF INSECTICIDES**

than any other one thing in the
industry.



You may have the best insecticide manufactured but have you the proper method of spraying it? The Tornado Electric Sprayer is your answer. It is the most powerful and efficient machine of its type on the market; sprays all liquid insecticides, disinfectants and germicides a distance of 8 to 10 feet, breaking it up into a fine mist which will float in the air and penetrate all cracks and crevices. Tornado sprayers are so easy to use and give such satisfactory results that they are used more often, increasing the use of your product. Supply your customers with these machines and watch your sales increase.



THOUSANDS IN USE!

Tornado Electric Sprayers have been regarded as standard equipment for years by leading manufacturers of insecticides and disinfectants. Thousands are in use in mills, warehouses and institutions of all kinds as well as in the home. The Model 50 equipped with G. E. Universal motor weighs but 3 lbs. Operates at very low cost.

Write TODAY for further information and prices.

BREUER ELECTRIC MFG. CO.
862 Blackhawk St., Chicago, Ill.

EMULSIONS

Anyone can make good emulsions with Emulsifier B585. The odors of ammonia and oleic acid (red-oil) are no longer necessary. Rosin soaps and neat *are eliminated* in oil emulsions.

Polishes, cleaners, non-inflammable fly-sprays, cutting oils, etc., are made easily. Formulae for making many emulsions including a polish of highest lustre and hardness, non-streaking and applied without hard rubbing, will be supplied with trial orders. This polish will not show finger prints or be affected by rain or exposure. It has been passed upon by experts as ideal for auto and furniture polish. It is the result of three years of experimental work and will not separate on standing if made according to directions.

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7½ lb. cans
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ENGLAND—Frank Sedgwick, c/o Messrs. Field & Co.,
Dominion House, Bartholomew Close, London, E. C. 1.

Say you saw it in SOAP!

Trade Marks Granted

(From Page 59)

274,594. Deodorizing Blocks. Selig Company, Atlanta. Filed March 21, 1930. Serial No. 297,696. Published June 17, 1930. Class 6.

274,600. Scrubbing Soap. Churchill Mfg. Co., Sioux City, Iowa. Filed February 1, 1930. Serial No. 295,467. Published June 17, 1930. Class 4.

274,608. Shoe Polish. 2 in 1-Shinola-Bixby Corp., New York. Filed March 25, 1930. Serial No. 297,882. Published June 17, 1930. Class 4.

274,623. General Cleaning Preparation. S. H. Products Co., Brooklyn. Filed June 12, 1929. Serial No. 285,475. Published December 3, 1929. Class 4.

274,630. Cleanser. Wm. C. Darrow Chemical Co., Kansas City. Filed September 12, 1929. Serial No. 289,668. Published June 3, 1930. Class 4.

274,635. Neutral Soap. Churchill Mfg. Co., Sioux City, Iowa. Filed April 28, 1930. Serial No. 299,553. Published June 17, 1930. Class 4.

274,636. Soap. Swift and Co., Chicago. Filed April 24, 1930. Serial No. 299,416. Published June 17, 1930. Class 4.

274,637. Package Soap. Procter & Gamble Co., Cincinnati. Filed April 23, 1930. Serial No. 299,338. Published June 17, 1930. Class 4.

274,645 & 274,646. Cleaning & Polishing Preparations. 2 in 1-Shinola-Bixby Corp., New York. Filed April 2, 1930. Serial Nos. 298,294 and 298,293, respectively. Published June 17, 1930. Class 4.

274,650. Fly Repellant for Livestock. Sta-Put Mfg. Co., Columbus, Nebr. Filed May 10, 1930. Serial No. 300,306. Published June 17, 1930. Class 6.

274,676. Bath Salts. Noxache Chemical Laboratory, San Francisco. Filed April 8, 1930. Serial No. 298,532. Published June 17, 1930. Class 6.

274,712. Disinfectants, Deodorants. Jess J. Allison, Newark. Filed April 15, 1930. Serial No. 298,875. Published June 3, 1930. Class 6.

274,717. Stock Spray. Midway Chemical Co., Chicago. Filed May 5, 1930. Serial No. 299,983. Published June 17, 1930. Class 6.

274,719. Volatile Deodorant. Standard

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Insecticide Salesmanager

A large manufacturer is setting up a special department to market its insecticide, which is nationally recognized as a superior product.

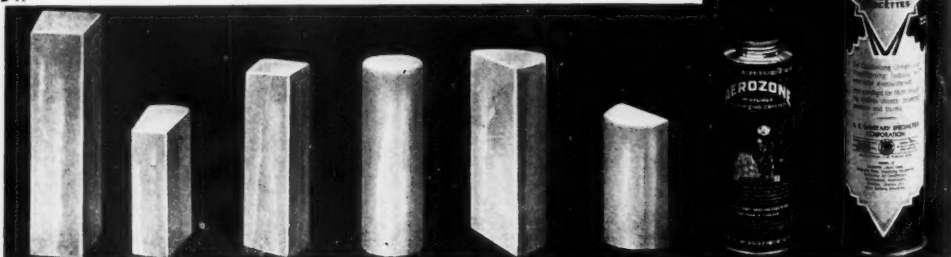
We are interested only in a man whose executive experience with household fly sprays qualifies him to plan, organize and execute a complete sales program. The opportunity and remuneration are such as to be attractive to the man we want.

To merit a personal interview state fully in first letter details of experience, qualification, age, present salary, etc. All replies strictly confidential.

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The ORIGINATORS, PIONEERS *and*
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U. S. AIR CONDITIONING BLOCS outsell all other blocs because they are moulded, hard and uniformly perfumed. Sizes and shapes (as illustrated) to fit any containers. Odors to meet current needs. Packed for you under your private label. Handsome perforated metal containers in White Enamel, Porcelain, Oxidized or Nickel-plate with Jobber's Nameplate.

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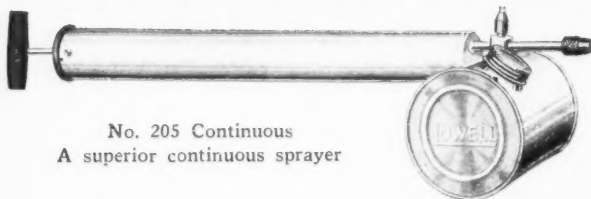
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435-41 SO. WESTERN AVENUE CHICAGO, ILL.



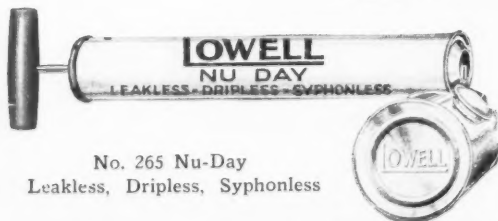
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A superior continuous sprayer



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Without an equal for ex-
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LOWELL SPRAYER CO.
LOWELL, MICH. U. S. A.

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Oil Company of California, San Francisco, and Wilmington. Filed May 2, 1930. Serial No. 299,870. Published June 17, 1930. Class 6.

274,728. Lye. B. T. Babbitt, Inc., New York. Filed January 9, 1930. Serial No. 294,569. Published June 3, 1930. Class 6.

274,729. Lye. B. T. Babbitt, Inc., New York. Filed January 9, 1930. Serial No. 294,568. Published June 3, 1930. Class 6.

274,998. Automobile Polish. Ashworth Advertising Co., Inc., New York. Filed March 22, 1930. Serial No. 297,721. Published June 24, 1930. Class 16.

275,000. Polishing and Cleaning Product. 2 in 1-Shinola-Bixby Corp., New York. Filed April 2, 1930. Serial No. 298,295. Published June 24, 1930. Class 16.

275,154. Insecticide. Standard Oil Company of New York, New York. Filed April 22, 1930. Serial No. 299,285. Published July 1, 1930. Class 6.

275,166. Glycerine. Procter & Gamble Co., Cincinnati. Filed March 22, 1930. Serial No. 297,776. Published June 24, 1930. Class 6.

275,167. Insecticides, Deodorants, and Disinfectants. Stanco, Inc., Wilmington and New York. Filed March 20, 1930. Serial No. 297,627. Published June 24, 1930. Class 6.

275,198. Tooth Powder. Borg Chemical Co., Glendale, Calif. Filed March 14, 1930. Serial No. 297,302. Published July 1, 1930. Class 6.

275,216. Insecticides. Andrew Wilson, Inc., Springfield, N. J. Filed May 13, 1930. Serial No. 300,451. Published June 24, 1930. Class 6.

275,220. Tooth Powder. Kim Chemical Products Co., Albuquerque, N. Mex. Filed May 5, 1930. Serial No. 299,975. Published June 24, 1930. Class 6.

275,296. Shaving Cream. United Drug Co., Boston. Filed May 23, 1930. Serial No. 301,135. Published July 8, 1930. Class 4.

275,297. Soap. Koppers Co., Pittsburgh. Filed May 23, 1930. Serial No. 301,113. Published July 8, 1930. Class 4.

275,329. Deodorant and Moth Repellent. Selig Co., Atlanta. Filed April 10, 1930. Serial No. 298,668. Published July 8, 1930. Class 6.

275,332. Preparation for Polishing. Pol-

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Insecticide Sprayer



A substantially constructed sprayer that will stand up under hard usage, priced at a remarkably low figure.

Hand and continuous sprayers, designed and manufactured to give the greatest value for the least outlay.

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A new composition designed especially for use in liquid soaps. It is completely soluble and is reasonably priced. Would you like to try a sample in your own product?

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lard Products Co., Chicago. Filed February 7, 1930. Serial No. 295,759. Published July 8, 1930. Class 4.

275,334. Household Cleaning Preparation. Max M. Adler, Boston. Filed December 19, 1929. Serial No. 293,864. Published March 4, 1930. Class 4.

275,339. Metal Polish. Jewel Paint & Varnish Co., Chicago. Filed May 14, 1930. Serial No. 300,524. Published July 1, 1930. Class 4.

275,365. Deodorants. Woodruff's Chemicals, Detroit. Filed May 20, 1930. Serial No. 300,902. Published July 8, 1930. Class 6.

275,396. Insecticide. Sherwood Petroleum Co., Brooklyn. Filed May 23, 1930. Serial No. 301,130. Published July 15, 1930. Class 6.

275,411. Shaving Cream. Pro-Products Co., New York. Filed April 21, 1930. Serial No. 299,228. Published July 8, 1930. Class 4.

275,425. Insecticide. San Antonio Chemical Co., Corpus Christi, Tex. Filed April 3, 1930. Serial No. 298,314. Published July 8, 1930. Class 6.

275,463. Insecticides. Stanco Inc., New York. Filed May 28, 1930. Serial No. 301,521. Published July 8, 1930. Class 6.

275,464. Insecticides. Stanco Inc., New York. Filed May 28, 1930. Serial No. 301,520. Published July 15, 1930. Class 6.

275,503. Shaving Cream. Wavenlock Co. Detroit. Filed April 21, 1930. Serial No. 299,239. Published June 24, 1930. Class 4.

275,506. Soap. Golden Eagle Soap Co., San Francisco. Filed April 17, 1930. Serial No. 298,988. Published July 8, 1930. Class 4.

275,523. Device for Holding and Delivering Soap. Soapitor Co., New York. Filed April 23, 1930. Serial No. 299,343. Published July 15, 1930. Class 13.

275,533. Toilet Soap. Othine Laboratories, Inc., Buffalo. Filed May 17, 1930. Serial No. 300,744. Published July 8, 1930. Class 4.

275,779. Lemon Hand Soap. Topp Oil & Supply Co., Milwaukee. Filed May 16, 1930. Serial No. 300,693. Published July 22, 1930. Class 4.

275,782. Soap. Sydney Ross Co., Newark. Filed May 10, 1930. Serial No. 300,299. Published July 22, 1930. Class 4.

275,783. Polish for Furniture and Auto-

LETHANE 384

A FORWARD STEP in the LETHANE
synthetic insecticidal bases.

LETHANE 384 has no residual odor,
is high in toxicity, low in cost, and
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base available.

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WE HAVE A NUMBER OF VERY INTERESTING FLORAL
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A Few of Our Leaders:

AMERICAN THISTLE	\$5.00 lb.	ORIENTAL NO. 88	\$5.00 lb.
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FOREST BOUQUET NO. 42	4.00 lb.	ROSE HEAVY NO. 99	5.00 lb.
LILAC NO. 777	3.50 lb.	TREFLE NO. 157	6.00 lb.
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The *Barrett* Company

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New York, N. Y.

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mobiles. Mary Moore, New York. Filed May 9, 1930. Serial No. 300,231. Published July 15, 1930. Class 16.

the directors of Hercules Powder Company on September 24. The dividend is payable Nov. 15 to stockholders of record Nov. 4.

Terry Patent Suit Dismissed

The suit of the Terry Fly Spray Co. against the An-Fo Manufacturing Co. for infringement of liquid insecticide patent, has been definitely ended and the patent is invalid. An appeal made July by the plaintiff from the decision of the U. S. District Court at San Francisco, was dismissed in the same Court on October 6 on motion of the defense. The plaintiff failed to prosecute the appeal and the case was closed with a decision for the defendant by the dismissal. This dismissal means that no further legal action can be taken in the case and the entire litigation is ended, and the manufacture of liquid petroleum insecticides from pyrethrum is public property and not subject to patent. The suit was entered over a year ago and a decision holding the patent invalid was rendered last February. This decision was appealed, but the case has been ended by a failure to follow up the appeal.

The regular quarterly dividend of \$1.75 on the company's preferred stock was declared by

The first Fall meeting of the Drug, Chemical and Allied Trades Association of the New York Board of Trade was held October 1 at the Drug and Chemical Club, New York. Dr. Hugh S. Taylor, chairman of the chemistry department of Princeton, addressed the meeting on "Industrial Chemistry in the New Era."

Want Advertisements

Chemist—Young man experienced in soap, polish, oil, and drug trades desires position. Has had charge of laboratory. Address Box 571, care *Soap*.

Formulas Developed — Experienced industrial chemist is now available to serve you in compounding disinfectants, polishes, insect sprays, animal remedies, etc. A. H. Teigen, 204 Democrat Building, Madison, Wis.

Wanted—No. 10-A and No. 14 used Blanched Soap Powder Mills. State condition and price. Address Box 573, care *Soap*.

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Designed to fit the exact use to which they will be placed—these better sprayers provide for greater efficiency—and because of quantity production may be secured at remarkably low prices. Today—increase the efficiency of your product—build consumer good will—and save money by writing to

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A 35 Year Old Insecticide Line with Money-Back GUARANTEE

For 35 years, Edgar A. Murray Insecti-
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So sure are we that you, too, will be
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Mosquito,
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Soap Maker—Man with many years' experience in the soap industry as soap industry and production manager, desires position. Experienced in the manufacture of every kind of soap by the cold, semi-boiled and boiled process. Experienced in laying out plants and producing new lines. Have technical education. Full details in interview. Address Box No. 538, care *Soap*.

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Soap Maker or superintendent, conscientious and dependable with well founded thorough experience in manufacturing all grades and kinds of laundry, toilet, industrial, potash soft, liquid soaps and soap products, shampoos, disinfectants, sprays, etc. Desires steady position. Address Box No. 555, care *Soap*.

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PARTIAL LISTINGS

- 1—Proctor and Schwartz Soap Chip Dryer, with 5-roll mill.
- 1—H. A. Soap Cutter, motor driven.
- 6—Vertical Crutchers, 3600, 3000, 1500, 1200 lb. capacity, Dopp, Houchin-Aiken.
- 1—H. A. 5-roll Steel Soap Mill, 14" x 36".
- 2—H. A. Granite 3-roll Mills, 12" x 24".
- 1—H. A. Jumbo Plodder, 8", with motor.
- 1—Rutchman twin screw Plodder, 6".
- 2—Jones A Automatic Soap Presses.
- 1—Ralston Automatic Soap Press.
- 1—Hercules Foot Press.
- 20—Filter Presses, 12" x 12" to 36" x 36".
- 5—Soap Chippers, 18", 22", 24", and 30".
- 2—Blanchard 10-A and 14-A Mills.
- 1—Huber hand operated Slabber, 1200 lb.
- 200—Soap Frames, 1500 lb., 1200 lb.
- 3—World and Ermold Labelers, motor.

DOPP KETTLES !!

42 JACKETED AGITATED 50, 80, 150, 200 gallons, with ribbon, bridge and double motion agitators. Send for complete list.

MISCELLANEOUS — Jacketed Kettles, Tanks, Mixers, Fillers, Pumps, etc.

Send for latest Soap List

CONSOLIDATED

PRODUCTS COMPANY, Inc.

15-21 Park Row, N. Y. C. Barclay 0600

VISIT OUR SHOPS AND YARDS AT 335 DOREMUS AVE, NEWARK, N. J.

Say you saw it in SOAP!

FLOOR WAX

LIQUID PASTE POWDER

UNDER YOUR OWN LABEL

We print the label

Send for Samples and Quotations

WINDSOR WAX COMPANY

50 Church Street

Cortlandt 7670

New York, N. Y.

Factory: 611-617 Newark St., Hoboken, N. J.



RATIN

*a profitable
side line!*

You are always looking for ways to increase your profits. Why not act as RATIN representative in your locality? This proved rat and mice exterminator may be handled along with your regular line of sanitary products at a nice profit.

May we submit complete details?

The Ratin Laboratory, Inc.
116 Broad Street, New York City

K R A N I C H

LIQUID SOAP BASE

Send for pamphlet describing making excellent liquid soaps from our base soaps.

LIQUID SOAPS

PINE SCRUBBING SOAP
20% Anhydrous

Let us send you samples and our complete price list.

KRANICH SOAP CO.

54 Richards St., Brooklyn, N. Y.

CRESYLIC ACID

All Grades

**Cresol
U.S.P.**

CREOSOTE OILS

**Phenol
U.S.P.**

Specially prepared for disinfectant manufacturers.

COAL TAR PRODUCTS

WM. E. JORDAN & BROTHER, 2590 Atlantic Ave., Bklyn., N.Y.
Brooklyn Trust Co. Bldg. Telephone Glenmore 7318-7319

Say you saw it in SOAP!

Practical Soap Maker wants position making all grades of rosin laundry soap, cold made and half boiled, all grades of potash and liquid soaps and shampoos, also flaked, shredded and powdered soap. Can also make floating soaps, toilet soap base, milled soaps and old style soaps. Glycerine extraction from spent lyes. Address Box 563, care *Soap*.

Superintendent—Man with fifteen years' experience with two of the larger soap manufacturers and a good record, wishes to make new connection in the soap industry. Has been in allied line for past year. Address Box 569, care *Soap*.

Superintendent—Man with twenty years' experience and a good record with several leading American soap manufacturers, desires to make new connection as superintendent or assistant. American, thoroughly versed in all phases of modern soap production. Address Box 570, care *Soap*.

Chemist—Man at present engaged as chief chemist with soap manufacturer desires to make change with progressive concern. Graduate chemical engineer with wide experience in soap manufacture. Address Box 536, care *Soap*.

Young man, executive, with eleven years' experience in soap, glycerine, oil and lard cost finding, desires position. Address Box No. 554, care *Soap*.

SALES REPRESENTATIVES

Sales Representative for line of soaps. In Minnesota, Iowa, Illinois, Indiana, Ohio and Michigan. Advise experience, references, and full details with application. Address Box 561, care *Soap*.

Sales Representative — Well known manufacturer desires to make selling arrangement with man who knows the bulk liquid soap, cleanser, polish, para, disinfectant, etc., line. Territory to cover New York and surrounding territory, also other part of Eastern seaboard. Man must be experienced in this line and know large consumers and dealers. Address Box 550, care *Soap*.

Sales Representatives—Two executives, early thirties, Christians, desiring obtaining connections Eastern territory with view to

INVENTORY SALE

Complete Plant Soap Equipment

SPECIALS

- 1—Proctor & Schwartz late model Soap Chip Dryer with 5 roll chilling unit, capacity 850 to 1,000 lbs. per hour.
- 1—Soap Chip Dryer, with Chilling Rolls, 1500 lbs. capacity.
- Liquidation Complete Soap Plant. Equipment consists of Dryer, Various Tanks, Kettles, Crutchers, Frames, Slabber, Cutting Table, Automatic and Foot Presses, Wrapping Machines, Pumps, etc. Location Eastern Seaboard.
- 3—Dopp & Doll Vert., 1000 & 1500 lbs. Crutchers.
- 3—Foot Presses for Soaps & Deodorizing Blocks.
- 2—Jones & Ralston Automatic Presses.
- 8—Dopp Kettles, Open & Closed.
- 1—Ernest Scott Glycerine single effect Evaporator, complete with vacuum pumps.
- 8—Cast Iron, 12, 18, 24, 30 & 36 inches square, Shriver and Sperry Filter Presses.
- 50—600 & 1200 lbs. capacity Frames.
- 2—3 Roll Huber & HA Stone Mills.
- 1—4 Roll Rutchman Stone Mill.
- 4—Nos. 1, 2, and 3 Meade Mills.
- 1—Powder Crusher.
- 2—6" Single and Twin Screw Plodders.
- 2—Broughton Mixers.
- 6—J. H. Day Sifters & Mixers, sizes 0, A, B, C, D, E & G, 50 to 2000 lbs. capacity.
- 4—Gas and Coal Boilers.
- 1—American Soap Wrapping Machine for 6, 8 and 10 oz. cakes, COMPLETE.
- 10—Duplex & Simplex Steam; Triplex and Rotary pulley driven Pumps.
- 2—Slabbers, 600 and 1200 lbs. Hand and Power Driven.
- 10—Rotary Soap Pumps—1 to 4 inch.
- BLOWERS - EXHAUST FANS - ENGINES - STEEL AND WOOD TANKS - PUMPS - STORAGE TANKS - MOTORS - CONVEYORS - ELEVATORS - COPPER, ALUMINUM AND IRON KETTLES - ETC.

Send for Complete List!

We buy and sell from single items to complete plants

STEIN-BRILL CORP.

25 CHURCH STREET

PHONE! New York City WRITE!
Phones—Barclay 4850-1-2

Say you saw it in SOAP!

The Publishers of
SOAP
 are now in position to offer a complete
 line of new and old
TECHNICAL BOOKS



These books in stock

Perfumes, Cosmetics and Soaps, Poucher, Vol. I.....	\$ 6.50
Vol. II	7.50
Chemical Disinfection and Sterilization, Rideal, 313 pages	8.00
Glycerol and The Glycols, Lawrie, 447 pages	9.50
Henley's Twentieth Century Book of Recipes, Formulas and Processes, 800 pages	4.00
The American Soap Maker's Guide, Meerbott and Stanislaus, 750 pages	10.00
Commercial Oils, Vegetable and Animal, Laucks, 138 pages	1.50
Van Nostrand's Chemical Annual, Olsen, 897 pages	5.00
Industrial Filtration, Wright, 336 pages	6.00
Soluble Silicates in Industry, Vail, 443 pages	9.50
The Examination of Hydrocarbon Oils, and of Saponifiable Fats and Waxes, Holde, 572 pages	6.00
Soaps and Proteins: Their Colloid Chemistry in Theory and Practice, Fischer, 272 pages	4.00
The Industrial Chemistry of Fats and Waxes, Hilditch, 450 pages	6.00
Soap Blue Book, A Buyer's Guide, 195 pages	1.00

These books on order

Manual of Toilet Soap Making, Deite, 360 pages	\$ 8.00
Soaps, Hurst, 440 pages	7.00
Textile Soaps and Oils, Hurst and Simmons, 212 pages	4.00
A Handbook of Soap Manufacture, Simmons and Appleton, 167 pages..	4.00
Art of Soapmaking, Watt, 323 pages	4.00
Recipes for the Color, Paint, Varnish, Oil, Soap and Drysaltery Trades, 365 pages	5.00
Chemical Encyclopaedia, Kingzett, 810 pages	10.00



Checks **MUST** accompany all orders.

MAC NAIR - DORLAND CO., INC.

136 LIBERTY STREET

NEW YORK CITY

establishing exclusive agency. Remarkable ten-year sales records. Only merited products considered. Further information on request. Address Box 551, care *Soap*.

Sales Representative—Man with many years' experience in the sale of oils, fats, greases, both edible and inedible, desires new connection preferably with American producer or refiner. Address Box 545, care *Soap*.

MISCELLANEOUS WANTS

Formulae Wanted—Will buy formulae for dry cleaning soaps and for cutting oils. Must have merit. Address Box 558 care *Soap*.

Machinery installed and personal instruction given for all soap products. Efficient and economic methods taught. Formulas for new products and old ones improved. Address Expert, Box 564, care *Soap*.

Will Buy—Oily or greasy waste materials such as Fuller's Earth, rejected seeds or beans, oil cake, etc., preferably containing coconut, palm kernel oil, animal fat or tallow. Address Box 565, care *Soap*.

Private Brands Wanted—Eastern distributors desire to communicate with manufacturers of milled coco and castile soaps. Address promptly Box 562, care *Soap*.

Capryl Alcohol (Sec. Octyl Alcohol) available in quantity. The product is now available at prices which make its use as a constituent of soaps, sprays, perfumes, disinfectants, etc. of great interest. Samples, particulars, and prices on request. Box 559, care *Soap*.

Soap Formulas—I am offering the soap formulas of the late J. A. Kyle, who for over 35 years was connected with some of the largest manufacturers of soaps, etc., in this country. Inquiries for specific data of formula will receive immediate attention; as there are over 1400 pages of material, same will require time to enumerate. All inquiries must be addressed to Wm. E. Wilkinson, 174 Vreeland Ave., Rutherford, N. J.

Chemical Analysis, research, formulae, technical information, cleaners, polishes, disinfectants, insecticides, toilet preparations, paints and lacquers. Robert R. Henderson, Laboratory, Madison, Maine.

A NEW AND BETTER CLOSURE!

"FILMASEAL"

(Trade Mark Reg.)

Filmaseal deposits a transparent film across the top of the container to which it tightly adheres. This film must be torn off or ruptured to reach contents.

Our standard continuous thread screw caps are made to include the Filmaseal and makes a double seal for your protection.

The application of Filmaseals is automatic and intended for large scale production.

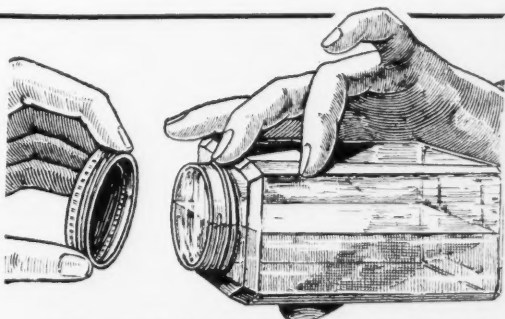
If your product is affected by air—if it is subject to leakage—evaporation—or deterioration—send us a sample to Filmaseal for your consideration.

FERDINAND GUTMANN & CO.

Bottle Closure Specialists since 1890

Bush Terminal No. 19. Brooklyn, N. Y.

Patents pending covering FILMASEAL and every phase of its application and use.



THIS BOTTLE IS DOUBLE SEALED FOR YOUR PROTECTION.

PYRETHRUM



If your problem concerns Pyrethrum in any form our analytical and research laboratories are at your service.



Also CONCENTRATED OIL EXTRACT of PYRETHRUM

Leaders in Pyrethrum products for almost half a century

MCCORMICK & CO., INC.

BALTIMORE, MD.

Say you saw it in SOAP!

Where to buy

RAW MATERIALS and EQUIPMENT

for Soap and Disinfectant Manufacture

NOTE: This is a classified list of the companies which advertise regularly in *Soap*. It will aid you in locating advertisements of raw materials, bulk and private brand products, equipment, etc., in which you are particularly interested. Refer to the Index to Advertisements, on the following pages, for page numbers. "Say you saw it in *SOAP*."

ADHESIVES

Grasselli Chemical Co.
Mechling Bros. Chemical Co.
National Adhesives Corp.
Philadelphia Quartz Co.
Standard Silicate Co.

ALKALIES

Diamond Alkali Co.
Dow Chemical Co.
Hooker Electrochemical Co.
Mathieson Alkali Works
Niagara Alkali Co.
Solvay Sales Corp.
Stauffer Chemical Co.
Warner Chemical Co.
Welch, Holme & Clark Co.
Isaac Winkler & Bro. Co.

BAGS

Bemis Bros. Bag Co.

BULK AND PRIVATE BRAND PRODUCTS

Baird & McGuire, Inc.
Brooks Oil Co.
Chemical Supply Co.
Clifton Chemical Co.
Davies-Young Soap Co.
Eagle Soap Corp.
Harley Soap Co.
Koppers Products Co.
Kranich Soap Co.
Mortex Products Co.
Edgar A. Murray Co.
Palmer Co.
John Powell & Co.
Ratin Laboratory
Geo. A. Schmidt & Co.
Stevens Soap Corp.
Tar Products Corp.
U. S. Sanitary Specialties Corp.
White Tar Co.
Windsor Wax Co.
Allen B. Wrisley Co.

CANS

American Can Co.
Continental Can Co.
Metal Package Corp.
William Vogel & Bro.

CHEMICALS

American Cyanamid Co.
Diamond Alkali Co.
Dow Chemical Co.
Grasselli Chemical Co.
Hooker Electrochemical Co.
Mathieson Alkali Works
Mechling Bros. Chemical Co.
Merck & Co.

Monsanto Chemical Works
Newport Chemical Works
Niagara Alkali Co.
Parsons & Petit
Philadelphia Quartz Co.
Solvay Sales Corp.
Standard Silicate Co.
Stauffer Chemical Co.
Victor Chemical Works
Warner Chemical Co.
Welch, Holme & Clark Co.
Isaac Winkler & Bro. Co.

COAL TAR RAW MATERIALS

(Cresylic Acid, Tar Acid Oil, etc.)

American Cyanamid Co.
Baird & McGuire, Inc.
Barrett Co.
Dominion Tar & Chem. Co.
Wm. E. Jordan & Bro.
Koppers Products Co.
Monsanto Chemical Works
Tar Products Corp.
White Tar Co.

DECOLORIZING PRODUCTS

Buffalo Electro Chemical Co.
Darco Sales Corp.
Industrial Chemical Co.

DEODORIZING BLOCK HOLDERS

Eagle Soap Corp.
Palmer Co.
U. S. Sanitary Specialties Corp.
William Vogel & Bro.

EQUIPMENT, MISCELLANEOUS

Alsop Engineering Co. (storage tanks)
Anthony J. Fries (Soap Dies)

MACHINERY, LIQUID HANDLING

Alsop Engineering Co.
Mixing Equipment Co.
Vol-U-Meter Co.

MACHINERY, PACKAGING

Package Machinery Co.

MACHINERY, PROCESS

Chemical Equipment Co.
William Garrigue & Co.
Houchin-Aiken Co.
J. M. Lehmann Co., Inc.
Marco Machine Co.
Patterson Foundry & Machine Co.
Proctor & Schwarz, Inc.
Robinson, Butler Hemingway & Co.
C. G. Sargent's Sons Corp.
Sowers Mfg. Co.
Wurster & Sanger, Inc.

(Continued on Page 134)

Consulting Chemists and Engineers

Specializing in Soaps, Disinfectants, Insecticides, Polishes, etc.

FOSTER D. SNELL, A. M. Ph. D.

130 CLINTON ST., BROOKLYN, N. Y.

Consulting Chemist

RESEARCH
ANALYSIS

CONSULTATION
OPERATION

SOAP, POLISH AND SPECIALTIES

Samuel P. Sadtler & Son, Inc.

Consulting Chemists and Analysts

210 S. 13th St.

Philadelphia

Specializing in

OILS—SOAPS—POLISHES—ETC.

Analyses - Practical Formula Development

INSECTICIDES
DISINFECTANTS
RELATED PRODUCTS

Labels

ADVERTISING
FORMULAE
PROCESS

L. N. MARKWOOD

Formerly with U. S. Dept. of Agriculture

Chemical Consultant

1001 15th St., Washington, D. C.

Charles H LaWall

Jos. W. E. Harrison

LaWall & Harrison

Chemists

Analytical—Consulting—Research

Phenol Coefficients

636 Race St.

Philadelphia

BUREAU OF CHEMISTRY

of the

New York Produce Exchange

H. P. TREVITHICK, Chief Chemist

Soaps, Vegetable Oils, Glycerine, Shellac

Rooms F-12-16 2 Broadway
Produce Exchange Bldg. New York, N. Y.

*Member Association of Cons. Chemists and
Chemical Engineers*

ALAN PORTER LEE

Engineer

SOAPMAKERS' PROCESSES
OIL EXTRACTION—REFINING
VACUUM BLEACHING—HYDROGENATION
FATTY ACID AND GLYCERINE TECHNIC
*Design, Construction, Operation
Reports, Appraisals.*

136 Liberty St., New York, U. S. A.

Specialist in

OILS, FATS, WAXES

CHARLES V. BACON

Chemical Engineer

3 Park Row

New York

Skinner & Sherman, Inc.

246 Stuart Street, Boston, Mass.

Bacteriologists and Chemists

*Disinfectants tested for germicidal value of phenol
coefficient by any of the recognized methods.*

Research—Analyses—Tests

Formulas
Manufacturing Processes
Analytical Service

Catalog on request

H. THAXLY CO.

Washington, D. C.

**CONSULTING CHEMISTS
AND ENGINEERS**

offering their services to manufacturers of
soaps, disinfectants, household insecticides,
polishes, cleansers, etc., should keep them-
selves before the entire industry regularly
through the use of space in this depart-
ment of SOAP.

Say you saw it in SOAP!

RAW MATERIAL and EQUIPMENT GUIDE

(Continued from Page 132)

NOTE: This is a classified list of the companies which advertise regularly in *Soap*. It will aid you in locating advertisements of raw materials, bulk and private brand products, equipment, etc., in which you are particularly interested. Refer to the Index to Advertisements, on the following pages, for page numbers. "Say you saw it in *SOAP*."

MACHINERY, USED

Consolidated Products Co.
Newman Tallow & Soap Machinery Co.
Stein-Brill Co.

METAL CAPS

Anchor Cap & Closure Corp.
Ferdinand Gutman & Co.
Williams Sealing Corp.

OILS AND FATS

Acme Oil Corp.
Brown-Edwards Co.
Davidson Commission Co.
Emery Industries, Inc.
Spencer Kellogg & Sons
Leghorn Trading Co.
Newman Tallow & Soap Machinery Co.
Parsons & Petit
Welch, Holme Clark Co.

PARADICHLORBENZENE

Dow Chemical Co.
Hooker Electrochemical Co.
Monsanto Chemical Works
Niagara Alkali Co.
Solvay Sales Corp.

PERFUMING MATERIALS

Antoine Chiris Co.
Dodge & Olcott Co.
Dow Chemical Co. (Methyl Sal., Coumarin,
Methyl Anthranilate only)
P. R. Dreyer, Inc.
Evergreen Chemical Co.
Felton Chemical Corp.
Benj. French, Inc.
Fritzsche Brothers, Inc.
Givaudan-Delawanna, Inc.
Heine & Co.
E. M. Laning Co.
Merck & Co. (Methyl Salicylate only)
Monsanto Chemical Works (Methyl Sal.,
Coumarin, Vanillin only)
Neumann, Buslee & Wolfe
Newport Chemical Works
Parsons & Petit (Oils Orange, Bergamot,
Lemon only)
Polaks Frutal Works
Schering Corp. (Terpineol only)
George Silver Import Co.
Solvay Sales Corp. (Benzaldehyde only)
A. M. Todd Co.
Ungerer & Co.
Van Ameringen-Haebler, Inc.
Vanillin-Fabrik
Albert Verley, Inc.
Paolo Vilardi (Oils Lemon, Bergamot,
Orange only)
Wangler-Budd Co.

PYRETHRUM PRODUCTS

(Insect Flowers, Powder and Pyr. Ext.)

Cino Chemical Co.
King & Howe, Inc.
McCormick & Co.
McLaughlin, Gormley, King Co.
S. B. Penick & Co.
John Powell & Co.

RAW MATERIALS, MISCELLANEOUS

General Dyestuffs Corp. (Waxes)
General Naval Stores Co. (Pine Oil-Rosin)
Hercules Powder Co. (Pine Oil and Rosin)
Industrial Chemical Co. (Chalk)
Merck & Co. (Lanolin and Chlorophyll)
W. L. Montgomery & Co. (Wool Grease)
National Adhesives Corp. (Adhesives)
National Oil Products Co. (Emulsifier)
Rohm & Haas Co. (Insecticide Base)
Pylam Products Co. (Lathering Agent)

SHIPPING CONTAINERS

(Corrugated and Fibre Boxes)
Gibralter Corrugated Box Co.

SOAP COLORS

Fezandie & Sperrle
Pylam Products Co.

SOAP DISPENSERS

Clifton Chemical Co.
Huntington Laboratories
Palmer Co.
U. S. Sanitary Specialties Co.

SODIUM SILICATE

Grasselli Chemical Co.
Mechling Bros. Chemical Co.
Philadelphia Quartz Co.
Standard Silicate Co.

SPRAYERS

American Can Co.
Breuer Electric Mfg. Co.
Continental Can Co.
Dobbins Mfg. Co.
Hudson Mfg. Co.
Lowell Sprayer Co.
Metal Specialties Mfg. Co.
Potato Implement Co.
William Vogel & Bro.

STEEL CONTAINERS

American Can Co. (Pails)
Ohio Pail Co. (Pails)
Republic Steel Package Co.
John Trageser Steam Copper Works (Pails
and Drums)
Wilson & Bennett Mfg. Co. (Pails and
Drums)

TRI SODIUM PHOSPHATE

American Cyanamid Co.
Bowker Chemical Co.
Grasselli Chemical Co.
Victor Chemical Works
Warner Chemical Co.

bulk soft soap

For the trade

Liquid Soap Base
Auto Soap
Oil Soap

Shampoo Base, etc.

Harley soft soaps are made right and are priced right. Send us your next inquiry for any of the above and a sample and quotation on your requirements will prove this statement.

HARLEY SOAP CO.

Liquid Soap
Pine Oil Soap
S. P. Green Soap

2852 E. PACIFIC ST.
PHILADELPHIA

If You Want to Sell Your
**DRY CLEANING SOAPS
WET CLEANING SOAPS
SPOTTING COMPOUNDS
RUG SCOURING SOAPS**

Advertise Them In

**SUCCESSFUL
DRY CLEANING
AND DYEING**

20,000 Guaranteed Circulation
Blanketing the Dry Cleaning Industry

Write for Rates and Circulation Details

SUCCESSFUL DRY CLEANING AND DYEING

105 SOUTH 9TH ST. ST. LOUIS

NEW YORK
B. W. STITT
55 W. 42ND ST.

CHICAGO
R. F. FARNHAM
180 N. MICHIGAN AVE.

STEEL DRUMS

That are built to last!



30-55-110 gal. sizes

Sturdy and long lasting, the Trageser heavy duty steel drum will be carrying your materials to market long after cheap containers have found the junk pile. Order a sample drum.

**The BEST
Containers for**

LIQUID SOAPS
DISINFECTANTS
CLEANSERS
ESSENTIAL
OILS
VEGETABLE
OILS
CHEMICALS
GLYCERIN
ETC.

*Black, Galvanized,
Tinned*

JOHN TRAGESER STEAM COPPER WKS.
GRAND STREET MASPETH, L. I., N. Y.
Special tanks, tubs, pails, etc.

Have you investigated the use of

ARLINGTON MILLS

PURE WOOL GREASE

in the manufacture of

TEXTILE SOAPS, OILS, and SPECIALTIES—ROSINED
SOAPS — COMPOUND GREASES — SALVE BASES

For superfatting cheap toilet soaps, mechanic's pastes, etc.

Clear, light, olive brown,—over 50% saponifiable. A low cost product,—sells under 4½¢ per pound.
Send for a sample to try out.

10 High Street

W. L. MONTGOMERY & CO.
SOLE SELLING AGENTS

Boston, Mass.

Say you saw it in SOAP!

The BRITISH SOAP MANUFACTURER

AN INDEPENDENT
MONTHLY JOURNAL
devoted to the interests of
British Soap Manufactur-
ers and Allied Industries.

Contains the best technical
articles. Gives all the trade
news, current market
prices, foreign reports, etc.,
etc.

*Read by all Soapmakers,
Essential Oil Distillers,
Perfume Manufacturers*

Specimen Copy Free on Request
SINGLE COPIES - - - - 12c
ANNUAL SUBSCRIPTION - - \$2.00

30, RED LION SQUARE

LONDON
ENGLAND

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Say you saw it in SOAP!

T
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L**Liquid Kontakt**

for
High Grade
Fats

Kontakt D. P.

for
Low Grade
Fats

THE TWITCHELL PROCESS COMPANY

CINCINNATI

OHIO

P
R
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C
E
S
S

BEMIS

WATERPROOF

BAGS

Here are six of the many reasons why every year sees more and more Soap Manufacturers shipping dry soap in Bemis Waterproof Bags —

Waterproof Close quickly
Siftproof Save storage space
Cost little Reduce tare weight
Write for samples and prices today.

BEMIS BRO. BAG CO.

605 S. Fourth St., St. Louis, Mo.
5108 Second Avenue, Brooklyn, N.Y.

03781

SOAP

POWDER

Fluffy and Heavy

Scouring Powder

and

Detergent

*Packed in barrels or kegs.
In bulk to the trade.*

STEVENS SOAP CORP.

200 Sullivan St. Brooklyn, N. Y.
Cumberland 3747

A Standard Since 1869

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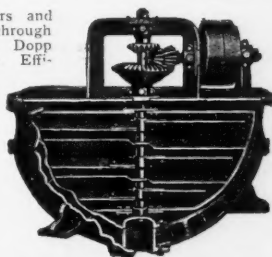
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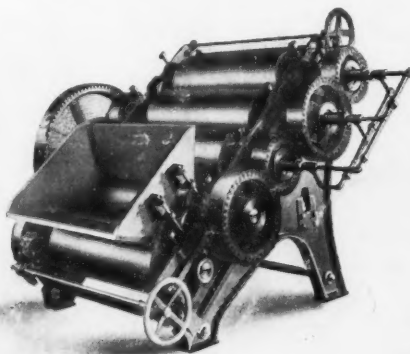
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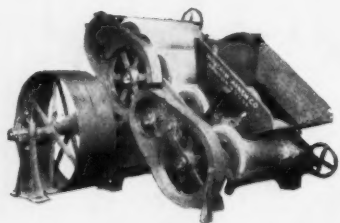
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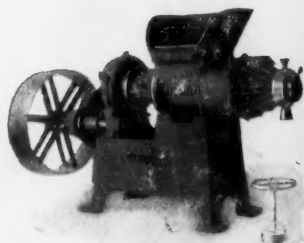
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